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The CHEMIST AND DRUGGIST

Established 1859 28 Essex Street, Strand, London, W.C.2 *Registered as a Newspaper*

No. 2827.
VOL. CXX.

APRIL 14, 1934

Annual Subscription (with Diary) 20/-. Single Copies 9d.

NEW FOR YOUR WINDOWS

Send up your sales of Selo and Selochrome Roll Film with this attractive display material. Bright, bold and colourful, it breathes the very spirit of happy days outdoors with a camera.

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ILFORD LIMITED
ILFORD
LONDON

Index to Advertisers, pp. 5 & 6.

Order now for the Tennis Season

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WRIST SUPPORT

Will fit any size wrist

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Inexpensive and most efficient

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Non-slipping & cannot chafe

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Exceptionally elastic ensuring firm, flexible support which does not interfere with play. In sealed transparent envelopes, supplied in half-dozens, assorted colours (Brown, Flesh and White) neatly carded as illustrated.

Cost 6/- doz.
Sell 9d. each

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Sole Manufacturers:
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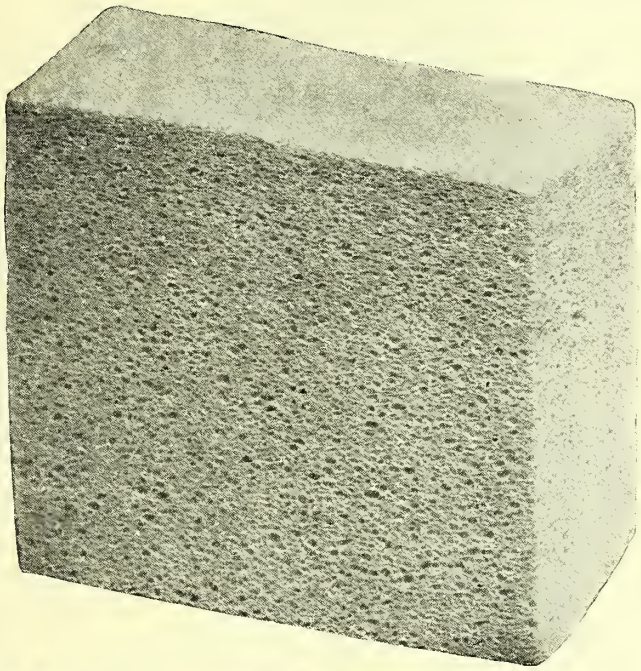
Not only a NEW line but a NEW product



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IDEAL FOR TOILET USE

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Handy display material for counter or window.
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AFRICA HOUSE, KINGSWAY
LONDON, W.C.2

Thousands Daily Practise 'Harlene-Hair-Drill'

"HARLENE" HAIR TOILET PREPARATIONS

"Harlene" Hair Toilet Preparations have stood the test of time. Nearly 50 years' reputation for merit and efficacy plus a regular and extensive advertising campaign in the National and Periodical Press keep them pre-eminent.

See that you hold adequate stocks of "Harlene" Hair Toilet Preparations to meet the demand in your district for this popular range. Full particulars gladly sent on request.

N.B.—There is now a new 7½d. size "Harlene" Hair Cream—an addition to the range of this already popular newcomer.

"HARLENE"
HAIR GROWER & TONIC

"CREMEX"
SHAMPOO POWDERS

"UZON" Brilliantine

"HARLENE"
Wave-Setting Lotion

"HARLENE" Camomile Golden Hair Wash

"ASTOL" HAIR COLOUR RESTORER

"HARLENE" HAIR CREAM

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20/26 LAMB'S CONDUIT STREET, LONDON, W.C.1

Spoken of as the "Rolls Royce" of the Soap trade

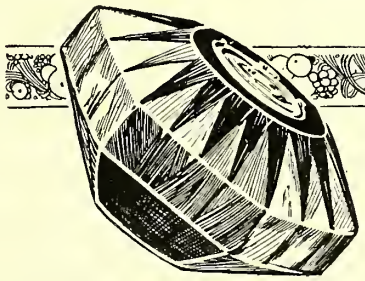
Midgleys Crystal Bath Soap

IS NOW REDUCED IN PRICE TO

48/-

GROSS TABLETS BOXED IN 6's
WITH BONUS OF ONE DOZEN FREE
WITH EACH GROSS PURCHASED

RICHLY SCENTED—
FULL SIZE BATH—
ELEGANTLY
WRAPPED—
MIDGLEYS CRYSTAL is a BATH SOAP fit for a Queen and sold at a price which brings it within the reach of most ordinary people. The line *par excellence* for your Spring Display.



MADE BY
MIDGLEYS of MANCHESTER
associated with
EVANS SONS LESCHER & WEBB LTD.
LIVERPOOL LONDON

THE MALT THAT CANNOT CRYSTALLISE

Are you satisfied that the Malt Extract preparations you sell are the best obtainable? Think what it means to have all worry eliminated! We manufacture any combination of Malt Extract, Malt Extract and Cod Liver Oil, and Halibut Liver Oil, suitable for any climate.

The best barley obtainable, finest oils, a most modern plant—backed by many years of specialised experience—enable us to claim that ours is the "NO TROUBLE" Malt Extract, which cannot crystallise. Furthermore our prices for either bulk or packed, are distinctly interesting Attractive packings and a choice selection of labels are available, with ample literature and show matter.

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MILLAMALT

THE PERFECT VITAMIN MALT FOOD. A MOST PALATABLE PREPARATION, CONTAINING VITAMINS A. B. C. D. IN CORRECT PROPORTIONS.

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THE PHYSICIAN'S PRESCRIPTION FOR ANÆMIA. THE MODERN LIVER TREATMENT. SAMPLE AND LITERATURE FREE ON REQUEST.

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A FAVOURITE COMBINATION IN GREAT DEMAND

You Cannot Buy Better than the Best

Samples and Prices gladly sent by return of post.

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Telephone: Wigan 2327.
London Address: 73a Durham Road, Holloway, N.7
Telephone: Archway 3627.

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OF

'REMOGEN'

Malt & Halibut Oil

THE BEST THAT MONEY CAN BUY

Malt and Halibut Oil is rapidly gaining favour—Doctors recommend it—patients like it. It tastes good, is 10 to 25% richer in vitamin content than Cod Liver Oil. It, therefore, merits your attention, and is decidedly a product you can call to the attention of your medical friends—to your mutual advantage.

Having specialised in the manufacture of malt products for generations we can offer a product of supreme quality in modern packing with a selection of dignified 3-colour labels. This is a remunerative "own name" line with a fixed minimum selling price. Packed in 1-lb., 2-lb. and 4-lb. Jars. New showcards are available.

If you would like a free sample, stick your label on the attached coupon and post to:

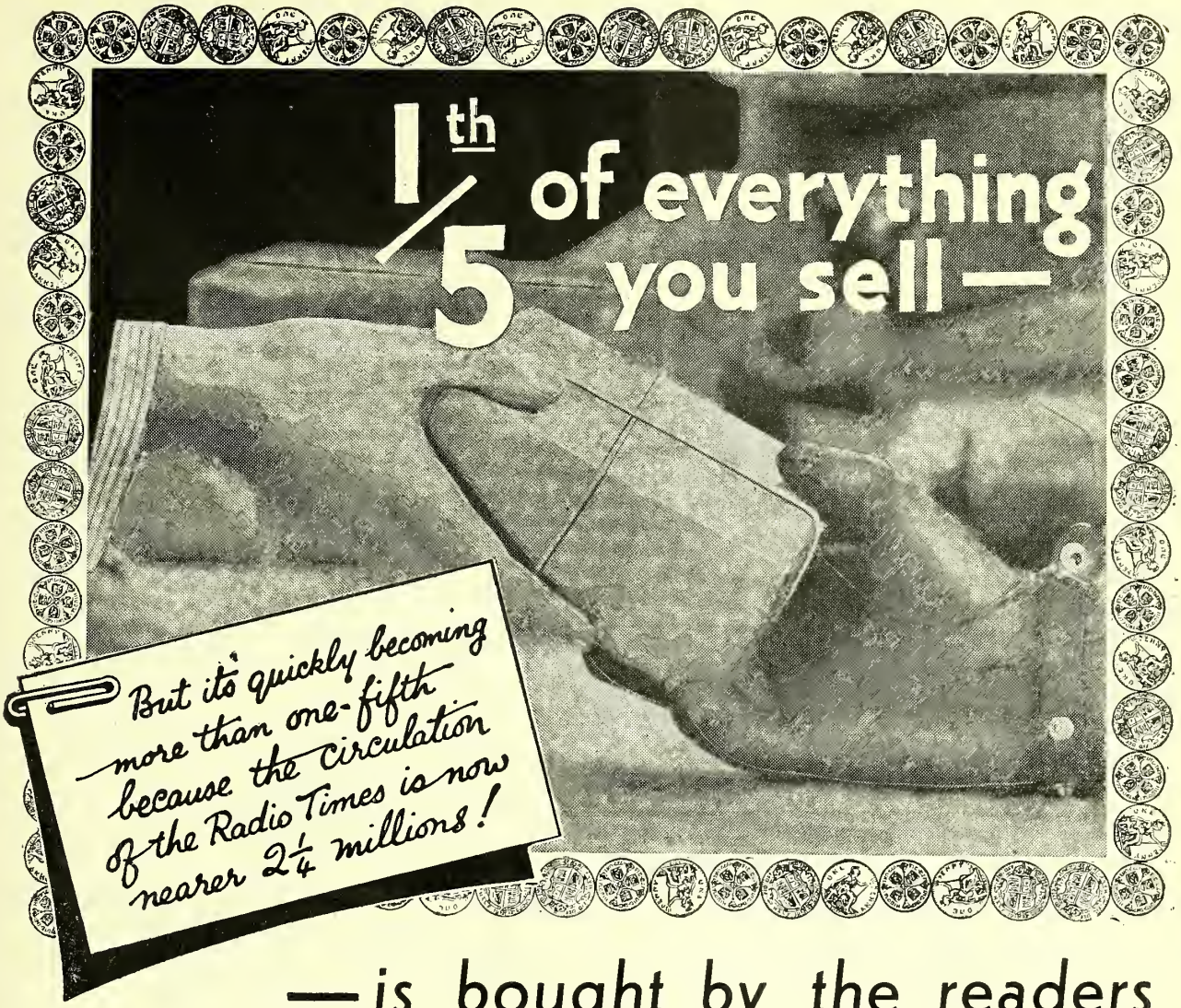
C. TOLKIEN & Co. Ltd.

SILSDEN ~ YORKS

Manufacturers of the famous "Butterscotch" Malt and Cod Liver Oil, and every description of malt products.

COUPON

Please send me free sample of "Remogen" Malt & Halibut Oil, and details of price, etc.



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It is just as important to have advance information about pleasure programmes as business programmes. You read "The Radio Times" yourself, of course?

Did you know there are approximately ten million families in Great Britain? Did you know that two million of them read "The Radio Times" every day of the week, every week of the year? Now you know why so many manufacturers advertise in such a powerful newspaper. Now you know why they tell you they are doing so. All enquiries in connection with advertisements in "The Radio Times" should be addressed to the Advertisement Manager, The British Broadcasting Corporation, Broadcasting House, Portland Place, W.1. 'Phone: Welbeck 4468.

RADIO TIMES

THE TWO-MILLION WEEKLY THAT'S READ DAILY

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DRUGGISTS' SUNDRIES

SURGICAL SUNDRIES
HOT WATER BOTTLES
B.P.C. DRESSINGS
TOILET BRUSHWARE

TRADE BMW MARK
DEPENDABLE

SPECIAL ALL GLASS
SPRAYS. R.J.R. SERIES
LETTERED DELF JARS
NOVOLLA DELFETTE JARS
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Telephone: Waterloo 1442 (2 lines)

Near Southwark Bridge, South Side of River.

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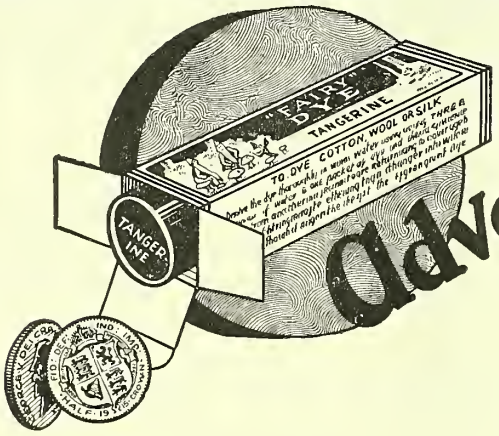


Advertised goods yield quick Profits

FAIRY DYES

are big sellers—always in popular demand. They mean quick turnover and liberal profits. Fairy Dyes are forging steadily ahead and you should periodically inspect your stocks.

Retailed at **2d.** per tube—attractively packed. **31** shades and colours.

Be wise—stock

LONDON DEPOT: 292 UPPER ST., ISLINGTON - N. 1

Fairy Dyes

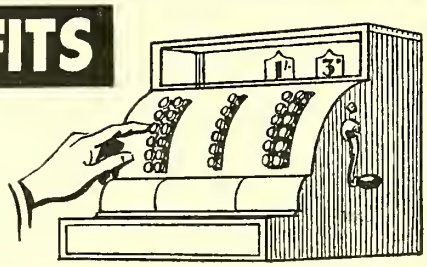
FAIRY DYES, LTD., GLASGOW, N.W.

WE RING THE BELL OF PUBLICITY . . . .

Continuous National Advertising throughout the country creates new customers all the time. Satisfied users through recommendation are creating thousands more. Display Moorlands on your counter and in your window and so get the full benefit of our National Advertising. To display is to sell.

There is no other 7½d. Nationally advertised article, selling in such quantity as Moorlands, which yields anything approaching the same percentage of profit.

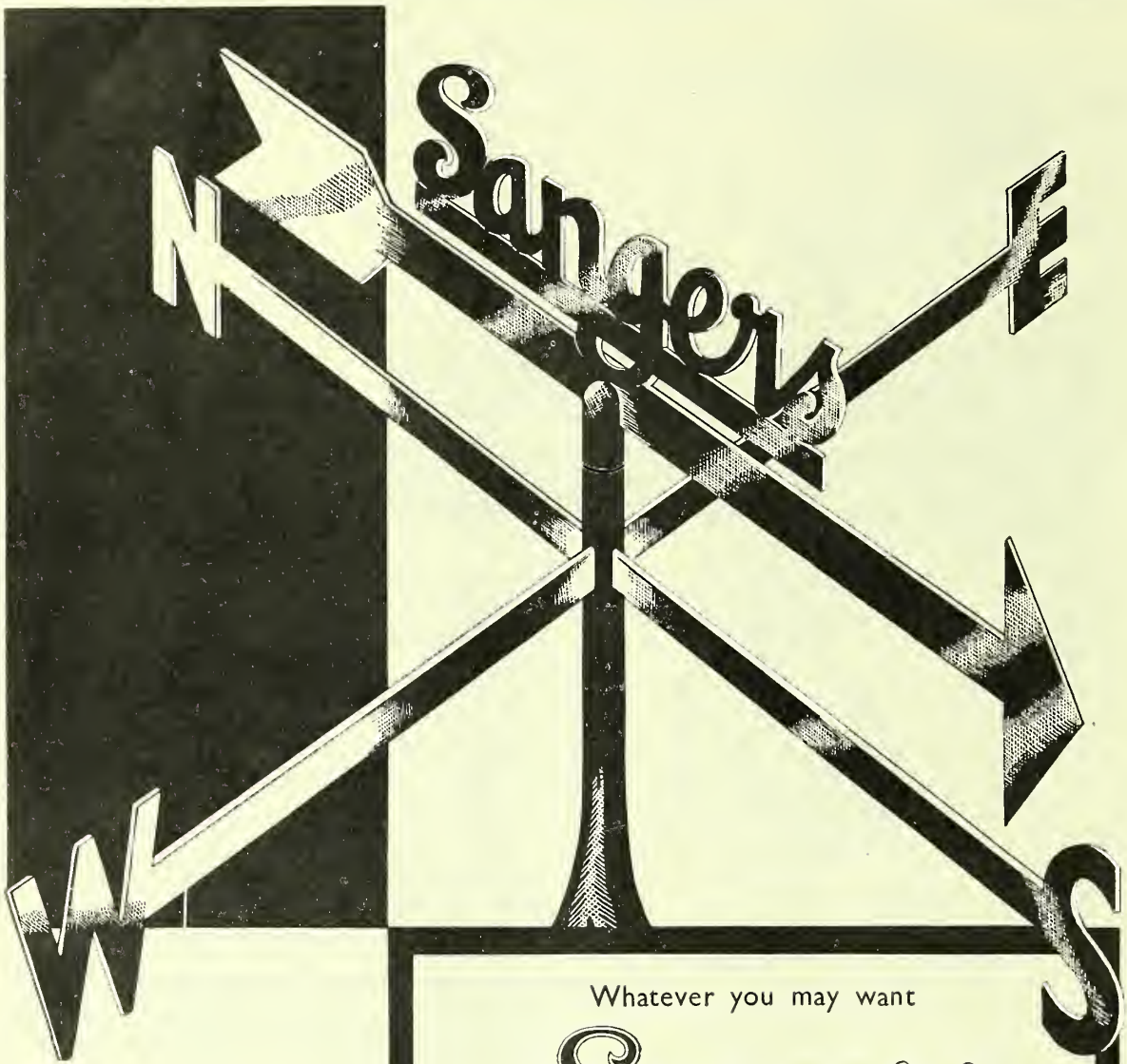
YOU RING THE BELL OF PROFITS



The Public will have

MOORLAND BRAND INDIGESTION TABLETS

W. B. CARTWRIGHT, LTD., RAWDON, LEEDS



Whatever you may want

Sangers LIMITED

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With Sangers behind your business you need never miss a sale.

Simply 'phone, wire or write.

LONDON, Head Office :

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IRISH FREE STATE - Grand Canal Quay, Dublin, C.6

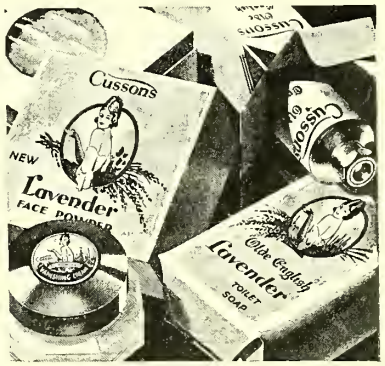
Introducing Carol Stuart of Cussons

The charming lady you see in the photograph is an expert with a wide knowledge of everything that concerns beauty and the toilet. She is known as Carol Stuart of Cussons, and her portrait will identify all the advertisements in the forthcoming campaign for Cussons' Olde English Lavender toilet preparations. The new advertising begins in the first week of May and will continue without a break until the end of August. Prominent spaces have been reserved in the Daily and Sunday illustrated newspapers and in various women's magazines. For use in your own shop there are attractive display pieces, window streamers, showcards and bills. And for presentation to your customers, a delightful 20-page illustrated booklet, "The Lavender Way To Loveliness," by Carol Stuart. Stock Cussons' Olde English lavender preparations — show the displays — and you can count on good business.

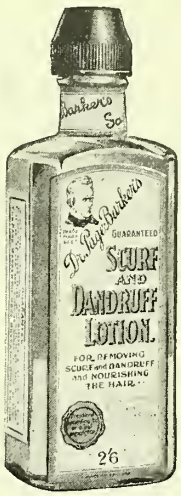
CUSSONS'

Olde English Lavender

TOILET PREPARATIONS



CUSSONS, SONS & CO. LTD., KERSAL VALE, MANCHESTER



Dr Page-Barker's SCURF & DANDRUFF LOTION

THE GUARANTEED SPECIFIC

A cast-iron Guarantee with every Bottle

18/- per dozen. 2/6 P.A.T.A.

Larger Sizes—28/- and 36/- per dozen

With every order for three dozen you get a bonus of three 2/6 bottles and smart showcards.

Dr. PAGE-BARKER'S SCURF and DANDRUFF POMADE

Specially prepared for DRY SCALPS.
1/6 size 10/- doz. 2/6 size 15/- per doz.

WRITE FOR EXPORT TERMS

THOS. CHRISTY & CO.,
4-12 OLD SWAN LANE, LONDON, E.C.4

A sure winner in the popularity race

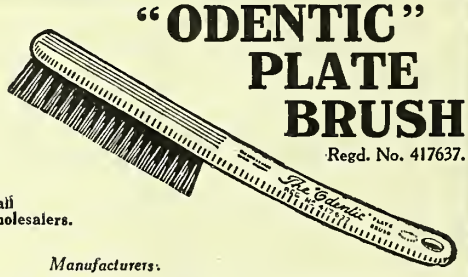
Among all the many different makes of face powder, Snowfire always holds a leading place in popular favour. This, of course, is because its quality is so very good and its value so exceptional. Women everywhere like its extra fineness and its delicate perfume . . . . use it regularly and recommend it to their friends. **You** will find it one of the most profitable lines you ever handled. Display it on your counter and in your window, and see how brisk a demand it receives.

Snowfire
FACE POWDER

Loose in attractive boxes, 2d., 3d. and 6d.
Flat compacts, 6d. Retail.

F. W. HAMPSHIRE & CO. LTD., DERBY

"ODENTIC" PLATE BRUSH



Regd. No. 417637.

From all Wholesalers.

Manufacturers:

W. R. Speer & Son (EST. 100 YEARS)
215 DALSTON LANE - - LONDON, E.8

STUPENDOUS SUCCESS OF THE NEW
"OCEAN MULTIFIT"

The ONLY Blade which fits practically **ALL Double-Edge Razor Holders**

COST **8/-** GROSS. Packed in dozens and half-dozens.

NO DEALER CAN AFFORD to overlook this biggest-of-all "Ocean" Seller—already sales are leaping ahead, far above the 150 Million Sales of the original "Ocean" Blades.

A BRITISH BLADE, made from first quality steel by new process giving ultra-keen edge. Be the first in your district to stock it.

All Leading Wholesalers carry stocks Display matter FREE. For Direct Supplies send cheque to address below:—

STOCK ALSO **"THE CONQUEROR"** —the finest 3-HOLE PENNY Blade—5/6 Gross.

"OCEAN" RAZOR BLADES (GT. BRITAIN) LTD.
Sales Dept.: 1-6 Bridgewater Place, Aldersgate St., LONDON, E.C. 1

KODAK LIMITED, KODAK HOUSE, KINGSWAY, LONDON, W.C.2

A A*

IT'S GOING TO OUTSELL
ALL OTHER LOW-PRICED
CAMERAS THIS SEASON!

THE VOIGTLÄNDER
Brilliant
ROLL-FILM REFLEX-FINDER CAMERA
now reduced to
45/-

Last year the F/7.7 Brilliant sold in its thousands at £2 15s.—now it's reduced to 45/-. Here's exceptional value for your customers and an exceptional opportunity for you! You'll be asked for the Voigtländer Brilliant—a special advertising campaign will see to that. Write to-day for trade terms and display material and start getting your share of the sales! There are two other Brilliant models available also—with F/6.3 lens in 3 Speed shutter retailing at £4 5s. and F/4.5 Skopar lens in Compur Shutter retailing at £8 5s. Get to know all about them—you'll agree they're the finest propositions you've ever handled!

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Everything in Photographics

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ALL CHEMISTS
ON THE APPROVED LIST OF THE
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"ENSIGN," "SELO,"
and other films,
"SOHO," & "CORONET" CAMERAS

Please remember that all your requirements may be obtained from

John Thompson Ltd.
(WHOLESALE DRUGGISTS, 1921)
APPROVED PHOTOGRAPHIC DEALERS
27-35 DUKE ST., LIVERPOOL
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• **Cameras** •

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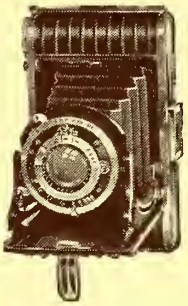
The season's special line is the Agfa Speedex "O" Camera, neat, attractive and compact. Fitted with F/3·9 Agfa Solinar Lens in compur shutter, speeded one to 1/300 second. Direct vision viewfinder. Takes pictures $2\frac{1}{2}'' \times 1\frac{5}{8}''$ (Agfa Roll Film A8).

Opens ready for action in one movement. Slips easily into the pocket or lady's handbag.

Price: 5 guineas



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Agfa Photo Ltd. *1-4 Lawrence Street, High Street, London, W.C.2*

50/- EACH AND EVERY MACHINE GUARANTEED

CAN YOU AFFORD TO BE WITHOUT ONE AT THIS PRICE ?

OLD-TYPE MODELS IN PART-EXCHANGE HIGH PRICES GIVEN

If you are a PHOTOGRAPHIC DEALER and have no Automatic Vending Machine you are not up-to-date and moreover you are losing business and more important still, continuity of custom. Although you are closed there is no need to lose potential photographic customers. A striking, colourful machine, set in prominent position, will prove a surprising salesman. One chemist actually cleared his machine three times in three hours last Easter Monday, and in his letter remarked that he could have sold many more if he could have kept filling it. Supplied in "Universal" style, as illustrated, or with the names of leading makers, including "Kodak," "Selo," "Granville," etc., by authority.

THIS SILENT SALESMAN WILL SELL MORE FILMS

- Latest automatic action with 6d. or 1/- slots. Special safety device for rejecting bad coins. Holds 14 or 36 spools. Packing and despatching free. Immediate delivery. High allowance on your old machine.
- These machines constitute really remarkable value for money and no "live" chemist should let the season pass without taking full advantage of this opportunity to increase his photographic turnover.

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52 QUEEN VICTORIA ST., LONDON, E.C.4
PACKED FREE :: DELIVERED FREE

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NOW IS THE TIME. NOT AT WHITSUN WHEN THE RUSH IS ON US

IMMEDIATE DELIVERY

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Chemical Manufacturers,
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"make photography your hobby" ——THE SLOGAN FOR THIS SEASON

JOHNSON'S CHEMICAL PREPARATIONS

have always been popular amongst Amateurs who do their own work. The new campaign will make more Home Photographers. Help them by always having a stock of

JOHNSON'S M-Q and other PACKET DEVELOPERS

AZOL The Correct Developer

Read the Azol leaflet and see how easy and simple the Azol method of development is for the beginner.

VEDOL and other SCALOIDS—

These offer a very ready means for a complete chemical outfit.

PACTUM TONERS Amateurs like something different from black and white effects. With PACTUMS RED, BLUE, GREEN and SEPIA TONES are easily obtainable on all Gaslight and Bromide Papers

More advanced workers may prefer to make their own solution. Keep a stock of the 1 oz. bottles of

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For Purest Quality & Lowest Prices in Photographic Chemicals

RHODOL (Metol Pure 100%) Rhodia Brand

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"The Standard by which Hydroquinone is judged"

Manufactured by Société des Usines Chimiques Rhône-Poulenc

Sole Concessionaires for United Kingdom, Northern Ireland, Irish Free State, R. W. Greeff & Co., Ltd.

BROMIDES AMMONIUM, POTASSIUM

AMIDOL SODA HYPO

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THAMES HOUSE
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In Square or Cylindrical Cartons

. . . it will pay to sell

HUNTER-CELWYN

8 EXP. ROLL-FILM 1/-

Isochromatic H. & D. 1300

Specially Advantageous Discounts for all Dealers

Write for details now.

Carriage paid on all £1 net orders.

Supplied to approved dealers only.

Approved dealers will do well to stock up now with "Hunter-Celwyn" roll-film. The demand looks like breaking all sales records. This ultra-fast $3\frac{1}{4} \times 2\frac{1}{4}$ roll-film is just what the public wants. Its amazing success with users of inexpensive cameras brought handsome profits to dealers all over the country last year. Send your order now!

Sole Distributors:

R. F. HUNTER LTD.

WRITE for our 1934 TRADE CATALOGUE

Containing all our latest D & P apparatus and accessories also many new and novel lines.

SEND AT ONCE and PROFIT BY IT!

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THE FINEST D. & P. COMBINATION IN THE NORTH

GEORGE BROWN "VELOX"

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3 DELIVERIES DAILY

No connection with any other firm—manufacturing or otherwise.

APPROVED DEALERS ONLY!

We are the only firm in Manchester which has publicly advertised that it works for Approved Dealers only.

Protect your own interests by sending your D. & P. to

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PHOTO. CO. LTD.

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"SPEEDY-RELIABLE-DEAD ON TIME"

WHOLESALE ONLY

PERFUME
DISPENSING
TOILETS
HONEY JARS
FEEDING BOTTLES

ETC. HAND OR MACHINE MADE

LAX & SHAW LTD.

Albert Glass Wks.,
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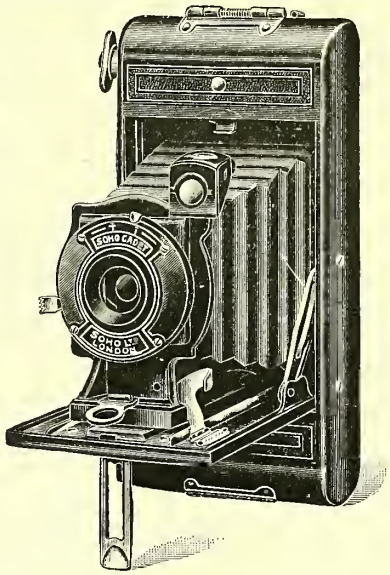
THREE FACTORIES: ALBERT, CLARENCE & DONISTHORPE

A SUCCESSFUL BRITISH CAMERA

There is no finer proposition for the 1934 season than the British made Soho Cadet.

This inexpensive and easily handled camera has rapidly made its way into public favour. It represents the utmost value it is possible to secure at the moderate price of 25/-, and should be given a prominent place in every camera display.

Details of liberal trade terms on application.



SOHO CADET

FOLDING ROLL - FILM CAMERA

25/- Or the Soho Cadet Doublet Model with doublet lens and four diaphragms greatly enlarging its scope. **30/-**

Specification: Two focal positions: 1—Landscapes, 2—Portrait and Groups. Brilliant and Adjustable View-finder. Bellows of new Rubber Composition, guaranteed 50,000 openings without sign of pinholes, Beautiful Rosewood Design Moulded Case. All metal parts Chromium Plated. Folding Baseboard. Tripod Brush. Takes pictures $3\frac{1}{4} \times 2\frac{1}{4}$ or 9×6 cm. any Standard Film. Canvas or Leather Cases for this Camera can be supplied.

Soho Cameras are world famous. There's a SOHO model British camera to suit every purpose and pocket. Write for list of full range.

SOHO LTD., Photographic Manufacturers, SOHO SQUARE, LONDON, W.C.1

"CLEMENTS-NEWLINGS" DEPENDABLE FITTINGS

CHROMIUM PLATED PEDESTALS IN 7 SIZES

No. 2824. All Steel **Chromium Pedestals** (Round Section) Fitted with Rubber Studs Stocked in the following sizes:

Height In.	Span In.	Each		Doz.
9	5	3/-	@	2/10 ea.
12	6	3/6	@	3/4 ,,
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18	$7\frac{3}{4}$	5/-	@	4/9 ,,
21	$7\frac{3}{4}$	5/9	@	5/6 ,,
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Full lists free.

GLASS SHELVES

Rounded and Polished Edges. **No. 1527.** OVALS Stocked in Six Sizes:

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12 in. × 9 in.	1/8	19/-
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16 in. × 10 in.	2/3	26/-
18 in. × 12 in.	2/9	31/6
20 in. × 15 in.	4/3	48/6
24 in. × 18 in.	6/-	68/6

and in other shapes.

Black Glass Ovals to Order.

"CLEMENTS" DISPLAY STANDS ARE USED IN THE CHEMIST AND DRUGGIST MODEL WINDOW DISPLAYS. *See Editorial page.*

"CLEMENTS" PAY CARRIAGE IN ENGLAND AND WALES with the exception of certain goods definitely marked EX-WORKS.

CLEMENTS, NEWLING & CO. LTD.

Manufacturers of Shop Fittings and Display Stands

95 & 96 WOOD STREET - - LONDON, E.C.2

NATIONAL 5511 – 5515

DON'T TURN MONEY AWAY

By saying you cannot get prints from paper negatives.

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SEND THEM TO

BLUNDELL & CO., (LIVERPOOL) Ltd.

119 LIVERPOOL ROAD., GREAT CROSBY, LIVERPOOL 23

GUARANTEED DAILY SERVICE

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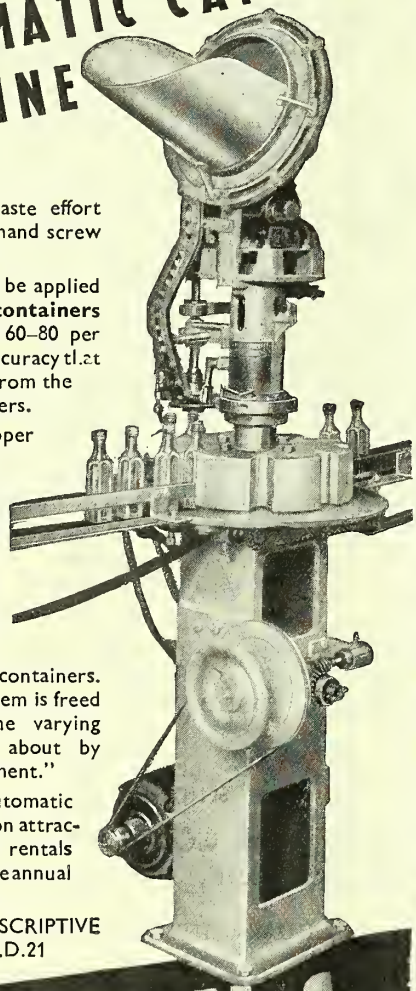
We specialise in processing paper films, and also provide a perfect service from celluloid films.

WE WANT AGENTS ALL OVER GREAT BRITAIN FOR "GRANVILLE" FILMS, THE *SURE* WEAPON AGAINST PRICE-CUTTERS.

Write for Particulars

THE SURE SEAL AUTOMATIC CAPPING MACHINE



eliminates the waste effort of old fashioned hand screw capping methods.

Screw caps can be applied to **bottles or containers** at speeds up to 60–80 per minute, with an accuracy that ensures freedom from the aftermath of leakers.

The Sure Seal Capper is fully automatic and foolproof. Screw caps are poured into the Hopper, out of which they are carried down the feed chute and applied positively to the bottles or containers. The capping problem is freed entirely from the varying factors brought about by the "human element."

The Sure Seal Automatic Capper is loaned on attractive terms, the rentals barely covering the annual depreciation cost.

WRITE FOR DESCRIPTIVE LEAFLET C.D.21

SURE SEAL & SUTAX LTD

GARDINER HOUSE, 10/12 CHARTERHOUSE ST., HOLBORN CIRCUS, LONDON, E.C. 1 Telephone : Holborn 3371/3372 (2 lines)

STEADILY GROWING

The popularity of Rowland's Macassar Oil as a Hair Tonic and Dressing, is reflected in the steady increase in sales during the past year. Widely known and well advertised, it attracts a high class and profitable trade.

FAMOUS SINCE 1793

Rowland's Macassar Oil

A. ROWLAND & SONS, LTD.
22 LAYSTALL ST., ROSEBERY AVE., E.C.1.

SAFETY RAZOR BLADES TO PRIVATE BRANDS

We are specialists in the production of Safety Razor Blades to Private Brands—Home or Export—Prices competitive—Special wrappers, cartons and labels designed to customers' ideas—In fact your Private Brand complete and ready for sale—Large output available from most modern plant.

CONSULT:

Dominion Steel Corp. Ltd.

"Fleet" Works, Queen's Rd., Sheffield, Eng.

IT IS JUST AS EASY TO SAY

Armstrong's CORKS

Armstrong's Product

ARMSTRONG CORK CO. LTD.
ALDWYCH HOUSE, LONDON W.C.2.

MORE THAN 6,000,000 BOTTLES OF

Brylcreem

were sold in the United Kingdom last year on its merits as the perfect hairdressing. Men who use Brylcreem know it is superior to all others. Brylcreem is backed by greater publicity in press, poster and road signs, thus creating new customers who become regular users because of the undisputed superiority of Brylcreem. Display Brylcreem always and reap the benefit of the unstinted support we give to the trade by means of greater publicity, generous bonus terms and

OUR FIGHT AGAINST PRICE CUTTERS.

It will pay you to display Brylcreem.
A new customer means a regular one.

COUNTY PERFUMERY COMPANY, BRADFORD STREET, BIRMINGHAM

SALES STEADILY GOING UP!

GLADYS COOPER'S
BEAUTY PREPARATIONS

NOW ADVERTISED EACH WEEK TO A MILLION WOMEN THROUGH THE DAILY MIRROR—*Look to your stocks*

TRADE TERMS 33⅓%. From all Wholesalers.

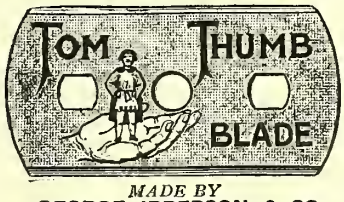
Gladys Cooper's Beauty Preparations, Ltd., 121a Hampstead Road, London, N.W.1

HANG IT UP AND LET IT SELL ITSELF

Supplied on cards or boxed. Show cards with every order.

1D.

Each Retail



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GEORGE IBBERSON & CO.
Razor Works, 146 West St., Sheffield

British Made

ONE · TWO · THREE

...and they're off your shelves!

What a quick moving line Anzora is! Millions of men see to that. And twenty-five years of advertising has placed Anzora far ahead of any competition. For there is an Anzora line to suit every head—dry, greasy or "glossy." Get your fair share of the millions of users of Anzora by displaying it prominently. Remember—there is 33⅓% profit on every quick sale.

The only Gold Medal Hair Cream

ANZORA

MASTERS THE HAIR

TRADE TERMS:
Cream and Viola
8/- doz. Retail at 12/-
12/- " " " 18/-
20/- " " " 30/-
Brilliantine 8/- doz. Retail at 12/-

ANZORA PERFUMERY CO., LTD., LONDON, N.W.6

THE D & P SERVICE WITH VIM

Name and Address on Wallets.

Bonus of three Postcards for customers when they have had 10/- value of work.

Giant Prints 15″×11″ to retail at 1/6.

Double size prints from V.P.K. of 120 negatives to retail at 2d. and 2½d. respectively.

Let us arrange a special advertising Stunt for you. Half Plate Enlargements to retail at 6d. and costing you only 3d. each nett.

Handbills and window show material. Write to us for details.

If you have special local difficulties consult us and see if we can help you.

Terms D & P 40% and Enlarging 33⅓% discount.

Best work, prompt despatch, Colour work a speciality.

Also special terms for View postcards in quantities.

THE EAGLE PHOTOGRAPHIC SERVICE,
6 CRICKLADE STREET,
SWINDON, WILTS.

"SURCO"

RELIABLE

ELASTIC HOSIERY

SEAMED & SEAMLESS

For special garments to measure we maintain a 24 hour service.

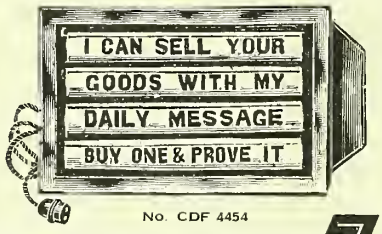
:: BODY BELTS ::
TRUSSES :: SUNDRIES

Write for Catalogue.

SURGICAL HOSIERY CO., LTD.
Russell Street :: NOTTINGHAM
Telephone No.: 75903. Telegrams: SURGICAL, NOTTM.

BE PREPARED FOR THE COMING SEASON
Increase Your Developing and Printing Service!
Make use of our really useful series of D. & P. books, also our Printed Aids to Selling.
Interesting range of samples post free
BURALL Bros. - Wisbech, Cambs.

DRY BATTERIES
SELL ALL THE YEAR ROUND
PIFCO carry a twelve months' storage guarantee and only cost 4½d. subject.
Illustrated Catalogue free.
85 PIFCO HOUSE - MANCHESTER



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Illuminated Interchangeable Sign, size 13″×8½″. Blue metal frame, complete with 200 letters and figures—wired with holder and flex. Ready for immediate use. Price quoted does not include lamp.

7/6

Full illustrated list of Shopfittings No. CD 1360 free on request.

DUDLEY & Co. Ltd. 451 Holloway Rd., London, N.7
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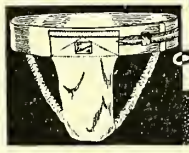
The Physical Fitness Cult means Extra Profit for YOU

There never was a time when physical culture enjoyed such a boom. It means extra business and profit for you if you will cater for the market. Young men who are interested in the movement are keen to adopt any aid to physical fitness.
They will spend money readily. To all of them you can sell



The "Litesome"
NEW TYPE, HYGIENIC
BODY BELT

It is already widely known and greatly appreciated. You need only introduce it to start a never-ending stream of sales.
The "Litesome" Body Belt, by providing gentle bracing support to the delicate muscles of lower abdomen and loins, preserves energy and wards off danger of strains, rupture, varicocele and prostate gland. It is made in two sizes, 28–34 inch and 34–40 inch waist and retails at 4s. 6d.

Send now for sample and terms

FRED HURTLEY LTD., Victoria Park Mills, KEIGHLEY, Yorks.

Best sellers

The public is asking for *ZEAL* CLINICAL THERMOMETERS because they are:-

GUARANTEED TO *STAY* ACCURATE
CONSISTENTLY ADVERTISED

Made by
ZEAL
—the name the public knows.

G. H. ZEAL, LTD.,
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6 TOWELS

FAVOURITE SANITARY TOWELS

6 PENCE

The original 6d. packet Brand is now indisputably world famous. Its ever-increasing popularity has enabled us to include an additional Towel

Towel Makers for 80 years

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SOL-VO
SELLS ITSELF

SOL-VO gives a good margin of profit to the Chemist and is economical for the customer because it contains nearly three times as much paper as the "so-called" cheap varieties. It pays to stock and display SOL-VO. Why not give it a trial?

FORD, SHAPLAND & CO. Ltd.
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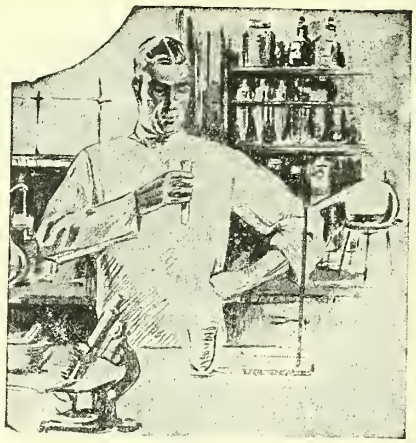


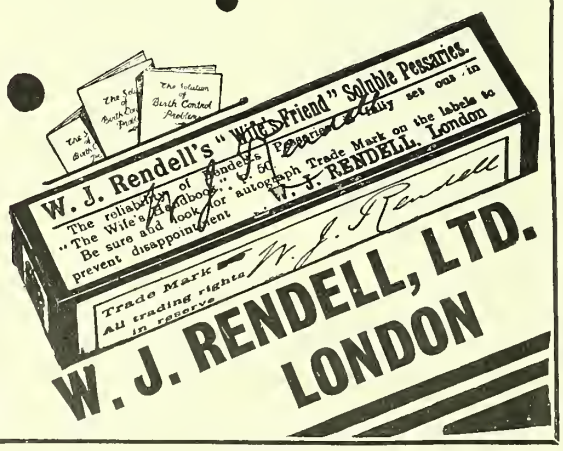
Expert Supervision

The ever-increasing demand for Rendell's Pessaries is due to the care and attention which is fully maintained through every stage of the manufacture.

The Chemist can be satisfied that he is offering the one contraceptive which sets the standard for purity and efficacy.

The use of our latest showcards and booklets in conjunction with the sale service now offered is the direct way of increasing sales.

The demand is there. Make sure you obtain your full share of this important business.



"Hobson's Choice" FEET PLAISTERS POWDERS

From the usual Wholesalers or direct—
HOBSON, TRIMBLE & CO. LTD.
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THOMAS & LINTON, LTD.,
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Telephone: Holborn 5518
London Selling Agents for
SUSIE'S PERFECT CLEANER
Ephedrol, Natex Health Foods
Deliveries from London Stock

You need only stock the full range of Southalls Sanitary Towels to satisfy the needs of the vast majority of your customers.

- "ORIGINAL," most popular.
- "CELTEX," soluble.
- "K," made entirely of absorbent cotton wool, with very soft cover.
- "COMPRESSED," for Travelling.

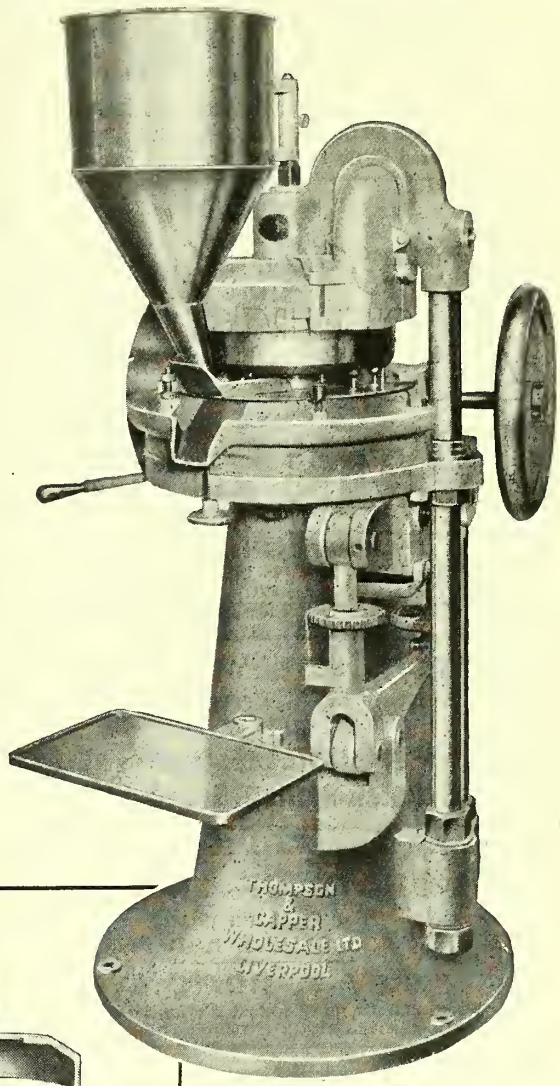
Southall Bros. & Barclay Ltd., Birmingham

SOUTHALLS
SANITARY TOWELS

STOKES MANESTY "D" ROTARY TABLET MACHINE

The best Tablet Machine ever designed.

The new model is better than ever and has several improvements.



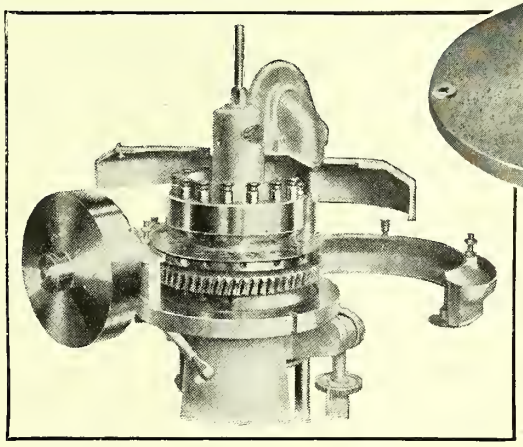
The "B" Rotary Tablet Machine is a smaller model of the "D"

Price £180

with one set of 16 round punches and dies.

STOKES MANESTY "D" ROTARY TABLET MACHINE

The illustration shows new dust-proof attachment. All the working parts are covered by guards easily removable. which prevent any oil or dirt coming into contact with the granules or tablets. Furthermore a new type of release eliminates any danger of accident through foreign substances getting into the die or from too much pressure being put on the tablets by the operator.



This Machine is the last word in tablet machines. For speed, accuracy, smoothness of running and ease of handling it is unrivalled, in fact it can be classed as the Rolls Royce of tablet machines. Punches and dies can be made to produce a great variety of shapes of tablets either plain or bearing trade mark or other impressions. It will pay you to investigate the possibilities of this Machine. May we send you some interesting literature about it?

SPECIFICATION

Output	: 300 to 350 Tablets per minute.
Power required	: 2 H.P.
Size of Tablets	: Up to 1 in. diameter
Maximum depth of fill	: $\frac{13}{16}$ in.
Floor Space	: About 44 in. × 30 in.
Speed	: 400 to 450 R.P.M.
Weight	: 13 cwt.

Price £240

with one set of 16 round punches and dies.

THOMPSON & CAPPER WHOLESALE LTD.

MANUFACTURERS OF CHEMICAL AND PHARMACEUTICAL MACHINERY

MANESTY BUILDINGS, 5 COLLEGE LANE, LIVERPOOL, 1

PRECIPITATED CHALK

LIGHTEST—MEDIUM—DENSE.
And All Other Grades To Suit Every Purpose.
Prepared Chalk B.P. and Powdered Talc.

'Phone: Mansion House 7300. Tel. Add.: "Levermore, Phone, London."
A. LEVERMORE & CO. LTD.
110 CANNON STREET, LONDON, E.C.4.
ABC Codes. 6th Edition.

"Yvonne" ROUGE·LIPSTICK LASHBLAK FOR THE EYES AND POWDER
Leading 6D Lines

BIGGEST SELLERS
Greatest Value & Quality
SOON TO BE
NATIONALLY ADVERTISED
Spendid Show Material available.
Write to-day for Samples and Prices.
W. J. YVONNE et Cie, Ltd., 8a Lord St., LIVERPOOL.
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TRAGACANTH and ARABIC
As Imported or Finely Powdered
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CACHETS "FINOT"
(White or Coloured)
With inscriptions in any desired tint; also Plain or Embossed.
"A distinction all their own."—*C. & D.*
"Perfection of Cachets."—*Lancet.*
These Cachets are especially adapted for Headache, Neuralgia and other powders.
COOPER SON & CO. LTD., 80 Gloucester Road, SOUTH KENSINGTON
In 17 Sizes to fit the various types of Cachet Machines.

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Eagle Laboratories, Lr. Broughton, Manchester,
FOR
LOZENGES, PASTILLES, "MENTHELLS," and Quick-Selling SPECIALITIES.

DUTCH DROPS
The Original HAARLEM OIL *Claus Filly*
Also in Capsule Form.
We are Sole Distributing Agents for the British Isles, British Colonies, Scandinavian Countries, Spain and South America.
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For Food Purposes
ASK FOR SAMPLE AND PRICES
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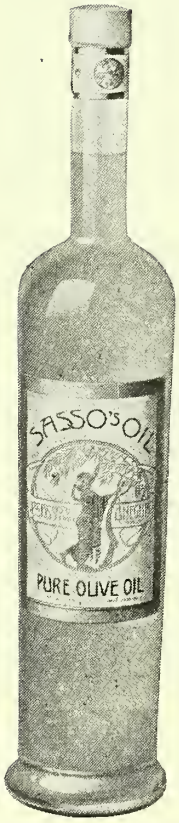

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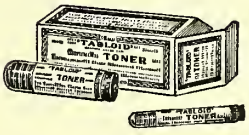

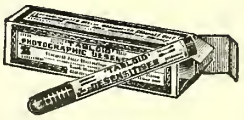

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A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

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News of the Week

Dyestuffs (Import Regulations) Act

The text of the Dyestuffs (Import Regulation) Act, 1934, has been issued (price 1d.) by the Stationery Office. The Act makes permanent, with specified modifications, the Dyestuffs (Import Regulation) Act, 1920, and may be cited with it as the Dyestuffs (Import Regulation) Acts, 1920-34. Clause 2 of the new Act gives the amended description of prohibited imports.

British Hydrocarbon Oils Production Act

The text of the British Hydrocarbon Oils Production Act, 1934, has been published (price 1d.) by the Stationery Office. The Act provides for a preference in respect of light hydrocarbon oils manufactured in the United Kingdom from coal, shale or peat, indigenous to the United Kingdom, or from products produced from those substances, and for the collection of information as to the production of such oils.

Inquests

At Hammersmith, London, W., on April 9, an inquest on the body of Dr. George J. C. Thomson, Talgarth Mansions, W.14, resulted in a verdict of "Accidental death." The evidence of Sir Bernard Spilsbury showed that death was due to narcotic poisoning, and it was stated that the deceased used hypodermic injections of morphine.

At Camberwell, London, S.E., on April 5, an inquiry concerning the death of Mr. James Byers, chemist's manager, Rosemary Road, Peckham, was concluded. The inquiry had been adjourned for the purposes of an analysis, poisoning having been suspected. Expert evidence now showed that death was due to angina pectoris, and a verdict of "Death from natural causes" was given.

Manchester

A Medical Exhibition will be held in the Free Trade Hall, on June 4-8 inclusive, under the management of the British & Colonial Druggist, Ltd., 194-200 Bishopsgate, London, E.C.2, from whom full particulars may be obtained.

Mr. Alfred Hertzog, head counter hand with Oldfield, Pattinson & Co., manufacturing chemists, New Bridge Street, Strangeways, who was never late for work in forty-three years with the firm, died suddenly at the works on April 10.

Sheffield

Mr. A. R. Garner, chemist and druggist, late of Handsworth Road, who is studying for the medical profession, has passed his second examination.

Mr. J. T. Appleton has been appointed secretary to the West Riding Pharmaceutical Committee in succession to Mr. Briggs, who has resigned. Mr. Appleton has been a member of the Committee for several years.

Miscellaneous

POISON-LICENCE APPLICATION.—Mr. R. Williams, Market Place, Devizes, has applied for a licence to sell insecticides and fungicides.

SALES PROMOTION.—The monthly meeting of the British Sales Promotion Association was held on April 4 at St. Bride's Institute, London, E.C.4. The subject was "Manufacturer-Dealer Co-operation." The former's point of view was put forward by Mr. S. H. Smyth, sales manager of Thomas de la Rue, Ltd., and the

retailer's was ably dealt with by Mr. H. E. Chapman, general secretary of the Proprietary Articles Trade Association.

In the courts.—At Burnley, on April 5, Mr. Frank Pascoe was fined 20s., with £2 12s. costs, for practising dentistry without being registered.—At Ealing Police Court, recently, Arthur Fraser Baldwin (38), Kenton Road, Harrow, described as a chemists' wholesaler, was bound over for two years on a charge of unlawfully attempting to obtain toilet preparations valued at £4 15s. from Pond's Extract Co., Ltd., Wadsworth Road, Perivale. The defendant stated that he had been accustomed to inducing firms to order more goods than they required and to let him have the remainder.—At Liverpool Quarter Sessions, on April 5, John O'Neill (20), labourer, was sentenced to nine months' hard labour for breaking into the shop of Taylors Drug Co., Ltd., Smithdown Road, and stealing goods.—At East Ham Police Court, on April 5, Gee C. Fan, ship's fireman, was sentenced to two months' imprisonment for being in unlawful possession of 2 lb. of raw opium and 17½ lb. of prepared opium.

Irish Notes

Irish Free State—Honey Imports

Under the Statutory Rules and Orders, 1934, No. 30, an Emergency Imposition of Duties (No. 26) Order was issued on March 13, 1934, imposing a Customs duty at the rate of 1s. per lb. on all imports of honey, including artificial honey, the duty to operate on and from March 14, 1934. Under special circumstances licences may be granted to importers to permit free importation.

Free Gift Schemes Discussed at Belfast

At a meeting of Belfast Chamber of Trade on April 9, a discussion on free gift schemes arose on the following resolution forwarded by the Ulster Retail Drug Trade Association:—"That this Association views with alarm and indignation the practice adopted by certain manufacturers in giving free gift offers with their goods, to the detriment of the distributing trades. That, as a trade defence association, we condemn such practice and recommend our members to abstain from handling such offers. That exception be made in the case of speciality offers, that is, goods specially made for free distribution, and of which no equivalent is obtainable through the usual channels of trade. That we request the P.A.T.A., if possible, to influence their manufacturer members to refrain from this practice as inimical to the best interests of those on whose co-operation they depend for the successful distribution of their goods. That the U.R.D.T.A. representatives to the Belfast Chamber of Trade be requested to bring this resolution to the notice of that body at its next meeting." The president (Mr. J. F. Newel) explained that they had communicated with the National Chamber on the subject, and the general secretary had written that the purposes and proposals embodied in the resolution commended themselves, but he feared their realisation would not be so rapid as they would desire. It was desirable, however, to reassert the principle. Mr. J. Adams, Ph.C., said he thought all traders were affected by free gift schemes. They had seen the effect of free gifts on tobacco manufacturers. As a rule chemists were generally opposed to these gifts, but they were obliged to take them. One large firm which had gone in for such gifts found that it had incurred a loss, and would have nothing more to do with them. He thought the Chamber should discountenance the system entirely, and by doing so they would strengthen individual traders in their opposition. Mr. A. Steede, Ph.C., thought this form of merchandising was more or less in its infancy, and they would like to see what could be done to stop it. He instanced manufacturers of face powder giving a powder puff with each box, and manufacturers of tooth-pastes giving a box of shaving cream. As an alternative he thought those firms should give a better article to the public and a better discount to the retailer, backed up by a Press campaign. Mr. S. R. Bell said while he felt that free gifts should be abolished and the Chamber should do everything they could to retard the system, he thought it had reached its peak and was slightly on its decline. That was no reason, however, why they should relax their efforts to have it abolished. The Chamber passed a resolution pronouncing against the principle of free gift trading, and decided to push opposition to it at the coming National Chamber Conference.

Brevities

Mr. T. P. Tober, Ph.C., has opened a new medical hall in Sligo.

Mr. Joseph Shillington, Ph.C., is opening premises at Cherryvalley, a rising suburb of East Belfast.

Mr. James McDowell, Ph.C., is giving up his pharmacy at 242 Newtownards Road, Belfast, the business being transferred to his establishment at 201 Newtownards Road.

W. J. Bush & Co., Ltd., 28 Ash Grove, Hackney, London, E.8, have secured the services of Mr. Dixon Kitts, Crampton Court, Dame Street, Dublin, as their agent and representative in the Irish Free State. Mr. Kitts will carry stocks of certain of the company's products and thus will be able to make prompt deliveries and give efficient service. Mr. Kitts succeeds Mr. R. S. Donald, who is travelling more extensively in the United Kingdom.

Scottish Notes

Brevities

Mr. James Jack, Ph.C. (a member of the Pharmaceutical Society's Council) has been unanimously elected president of Arbroath Rotary Club.

The turnover in the Drug Department of the Northern Co-operative Society, Ltd., for the twelve months ended February 28 was £32,864 6s. 3½d., an increase on the previous year.

Pleading "Guilty" to two charges of fraud by selling shampoo powders to shopkeepers under false pretences, James Griffiths, Blackness Road, Dundee, was fined £2 at Dundee Sheriff Court, recently.

During the first few days after work was resumed on the new Cunard liner, Clydebank chemists were kept busy supplying bandages and ointments for hands blistered as a result of heavy work after prolonged idleness.

Thirty members of the Edinburgh Chemists' Golf Club took out cards for the opening competition of the season, which was played, on April 4, over Mortonhall course under ideal conditions. The results were as follows:—R. C. MacGregor (20) 75; A. Young (13) 80; H. D. Robson (15) 80; and W. S. Spence (18) 80.

A correspondent (11/4) writes challenging the statement in this section of last week's *C. & D.* that many Scottish chemists have withdrawn from the voluntary levy. If, he states, the remark refers to the expenses fund of the General Council of Panel Chemists, the fact is that many new contributors have lately been added.

The honorary degree of LL.D. was conferred on Commissioner David C. Lamb, of the Salvation Army, at Aberdeen University on April 4. Commissioner Lamb's association with Aberdeen extends back over fifty years, when he started work with J. & J. Urquhart, old-established chemists in St. Nicholas Street, at the foot of Schoolhill.

A correspondent writes (31/3):—"The business to be done in beauty preparations is, as you point out in last week's *C. & D.*, very considerable, and well worth going out for, but good preparations require good display; indeed the effective display of all goods makes half the sale. Modern stands and shelves can transform a very ordinary window into a miniature beauty parlour."

In the course of a characteristic monthly letter the president of the Scottish Pharmaceutical Federation (Mr. Alexander A. Dick) writes:—"We are approaching an

election to the Council, but whether that will make any difference or not I cannot say till I know how the new forces—those who have come in under the compulsory membership regulation—are going to act. . . . The retiring members of our Council, who are shortly to be in the firing line, are buzzing around visiting branches of the Society, and making themselves agreeable . . . but I do plead that this time the old Swan Song be left out of the programme, and we hear not the plaintive words, 'Never swap horses when crossing a stream.' I quite admit that the present Councillors have been so long in the stream that they have forgotten about the further shore, but we haven't, and we recommend that they be given the rest of their days on the grass."

Sporting Events

An exhibition of the keen sports rivalry which exists between Portsmouth and Southampton chemists was made at Britey on March 21. Both parties put strong football teams in the field and set to work in earnest. "Pompey," however, proved more than a match for Southampton and a really sporting and exciting game finished up with Portsmouth 5 and Southampton 2. A return match has been provisionally arranged for the end of next month. Over the tea cups felicitations were exchanged and the "Saints" congratulated the victors. Mr. R. G. Tremlett, son of Mr. P. G. Tremlett, was responsible for all the arrangements.

The opening meeting of the Manchester and District Chemists' Golfing Society's present season took place at Withington Golf Club on April 4. As customary, it was a competition for the president's prize. The leading scores were:—

R. Demaine	71	J. A. Collins	73
W. J. Hope	71	F. D. Gee	74
G. W. Evans	72	W. E. Phillipson	74
S. Fletcher	73	H. Woodhead	76

Mr. E. S. Bury was elected captain for the coming season. The secretary, Mr. P. W. Stuart, retired owing to pressure of business, and W. E. Phillipson was appointed in his stead. The next meeting will be at Worsley Golf Club on April 25.

Potter & Clarke's Association Football "A" team, in the premier division of the London Business Houses League, drew with Metrogas, 2 goals each, and by so doing, have won the championship of the London Business Houses premier division. The girl's netball section of the London Business Houses League beat Pinchin & Johnson 12 goals to 10. The "A" football team against Broil in the premier division of the London Business Houses League won 4—1. The "B" team against Mazawattee won 3—1 in the London Business Houses Third League division I. The girl's netball section "A" team against "Bell" in the London Business Houses Netball League won 21—9. "B" team against the "Bell" "B" team in the London Business Houses League lost 11—10. The "A" team won the Glover Cup on April 7 against the Metropolitan Railway on the Brymay ground, Woodford, by 2 goals to 0. As this team has already won the London Business Houses Senior League, it has now established a record which no other business house has attained, that is, won the Buchanan Cup and Junior League and the Glover Cup and Senior League.

Topical Reflections

By Xrayser

Your Retail Price List,

a new quarterly issue of which appeared as a supplement to last week's *C. & D.*, has always received a warm welcome at my hands, and has always occupied a place of honour. Useful though it has been as a guide for pricing drugs not usually required, its chief value in my case is for pricing scripts, and I cannot recommend it too cordially to those pharmacists who do not use it regularly for this purpose. If anyone tells me that the prices arrived at by using the list are not high enough for some districts, while being too high for others, my advice is that it is easy to add 10 per cent. or more in the former instance and deduct it in the latter; this is a far better and more accurate method of pricing than the old one of fixing the price by the size of the bottle and the dose. I note (page 1 of the List) that the Drug Index still shows a fall in the values of drugs and galenicals; there are not wanting signs that the bottom is almost reached and that some steady rise should begin shortly. There can be no doubt that chemists have been in the fortunate position for some time of buying drugs in a cheap market while selling at good prices; it is doubtful whether the wide difference between what certain galenicals can be bought at and their corresponding list prices can be maintained much longer.

"Co-operation, not Compulsion,"

the title of your editorial article on p. 397, is a good battle-cry or inscription on a pharmaceutical banner; what is wanted are those who will sound the former or follow the latter. I wonder how many pharmacists in business to-day are aware that their fortunes are in the melting pot, or, if they are aware, care sufficiently to do anything about it. With the lethargy that too often characterises the Briton they are content to hope on, expecting that in some unexplained or unexpected way their leaders will muddle through somehow. I consider that, educationally, the pharmacist is sufficiently equipped to deal with any problems he may have to encounter during the next decade; what is wanted is legislation that will enable him to make use of his education and training and give him a decent financial return for the time and money spent upon it. If "determined youth" can, to this end, clothe the dry bones of Pharmacy Acts with something substantial, good luck to it; but it must know its own mind first.

The Nominations

for the Council election of the Pharmaceutical Society have, I understand, been exceeded in number only once during post-war years. This year twenty-four pharmacists have been nominated, but of these ten have not accepted nomination, so that the seven seats vacant will be competed for by fourteen persons, seven of whom are retiring members who have offered themselves for re-election. I look in vain for any indication that the youth of pharmacy is interesting itself so much in the affairs of the craft that it is running any candidate under the age of, shall I say, thirty years. An examination of the Register of Chemists and Druggists elicits the information that thirteen of the gentlemen who have been nominated qualified during the last century, one as early as 1888. Eight qualified during the period 1901 to 1910; two between 1910 and 1920; one qualified in 1921. I am sorry that so many did not accept nomination. The list contains the names of several who have done yeoman service to pharmacy, on the retail as well as the manufacturing side; their advice and long experience would have been of the greatest value at this juncture in the Society's affairs. However, we must hope for a good poll, so that the result of the election shall be a real indication of the feeling of the majority of members of the Society.

New Companies
and Company News

P.C. means Private Company and R.O. Registered Office

C. Cox & Co. (Dispensing Chemists), Ltd. (P.C.).—Capital £400. Objects: To carry on the business of wholesale or retail general chemists, etc.

Herb Garden Clinic Ltd. (P.C.).—Capital £2,000. Objects: To carry on the business of herbalists, chemists, etc. R.O.: 88/90 Chancery Lane, W.C.2.

Merry & Bright, Ltd. (P.C.).—Capital £100. Objects: To carry on the business of chemists, druggists, etc. R.O.: 11/12 Finsbury Square, E.C.2.

Graysbridge Pharmacy, Ltd. (P.C.).—Capital £100. Objects: To carry on the business of chemists and druggists, etc. R.O.: 35 Craven Street, Strand, W.C.2.

Hormobine Hormo-Pharma Company, Ltd. (P.C.).—Capital £100. Objects: To carry on the business of chemists, druggists, etc. R.O.: 102/5 Shoe Lane, E.C.4.

Alisons' (Chemists), Ltd. (P.C.).—Capital £100. Objects: To carry on the business of chemists, druggists, etc. R.O.: Thomas Lane, Broad Green, Liverpool.

Crabtree & Co. (Chemists), Ltd. (P.C.).—Capital £100. Objects: To carry on the business of chemists, druggists, opticians, etc. R.O.: 268 Bath Road, Hounslow.

Yamel, Ltd. (P.C.).—Capital £100. Objects: To carry on the business of chemists and druggists, etc. Director: Denis Lacy-Hulbert, Prebend Cottage, Buckingham.

Hamlyn and Houben, Ltd. (P.C.).—Capital £1,000. Objects: To carry on the business of makers and vendors of medicinal preparations, manufacturing chemists, etc. R.O.: 110 Fleet Street, E.C.4.

W. G. Robinson (Chemists), Ltd. (P.C.).—Capital £200. Objects: To carry on the business of manufacturers of and dealers in chemicals, drugs, medicines, etc. R.O.: 302 Cleethorpe Road, Grimsby.

Tonixalt, Ltd. (P.C.).—Capital £1,000. Objects: To carry on the business of retail, wholesale and manufacturing chemists and druggists, etc. R.O.: Ozoray House, 43 Vauxhall Bridge Road, S.W.1.

Kenny's Medical Hall, Ltd. (P.C.).—Registered in Dublin. Capital £200. Objects: To carry on the business of apothecaries, chemists, etc. Bridget Kenny, 2 Whitworth Avenue, Dublin, is the first director.

John Mouat, Ltd. (P.C.).—Capital £500. Objects: To carry on the business of manufacturing, wholesale and retail chemists and druggists, etc. Solicitors: Walbrook & Hosken, 4 St. Paul's Churchyard, E.C.4.

H. E. Rihll's (Chemists), Ltd. (P.C.).—Capital £600. Objects: To acquire the business of a chemist and druggist formerly carried on by A. E. Evans at Ford Street, Moretonhampstead, Devon, as "A. E. Evans."

R. E. Nicholas (Romsey, Hants), Ltd. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers of and dealers in all kinds of medicines, ointments, drugs, etc. Solicitors: Underwood, Piper & Heys-Jones, 12/13 Holles Street, W.1.

Wynter Bros. & Co., Ltd., Low Green Works, Great Horton, Bradford.—At a meeting held recently it was agreed to wind up the company. Mr. Norman Williamson, Exchange Buildings, Bradford, was appointed liquidator.

British Pepper & Spice Co., Ltd.—Report for 1933 shows a balance of profits available, after provision for income tax, of £6,200. The directors recommend dividend of 5 per cent., less tax, £6,000, with the balance of £200 carried forward.

William Blythe & Co., Ltd.—Report for the year shows a net profit of £29,228, as compared with £29,052 for the previous year. The directors recommend payment of a final dividend of 6 per cent. on the ordinary shares, making a total dividend of 9 per cent. for the year.

The British Drug Houses, Ltd.—At a meeting of the board of directors of the company, held on April 10, the report and accounts for 1933 were considered, and it was decided to recommend the payment of a dividend of 5 per cent. (less tax) on the ordinary shares for the year ended December 31, 1933. The books of the company are closed from April 11 to 25, both dates inclusive.

The British Oxygen Co., Ltd.—A final dividend of 6½ per cent. (making 9 per cent., less tax, for 1933) on the ordinary shares is announced, payable on May 4. In May 1933, 325,000 £1 ordinary shares were issued in accordance with the agreement for the acquisition of the oxygen business of Oxygen Industries and Metal Industries, Ltd. These rank for 1933 dividends. The option granted to Metal Industries on the purchase of 100,000 ordinary shares (now stock) was exercised in December last. This stock does not participate for 1933 dividends. The issued ordinary capital now totals £1,619,091.

Imperial Chemical Industries, Ltd.—The report of the directors for 1933 shows the gross income of the company was £7,663,945, compared with £6,415,423 for 1932. After reserving £1,000,000 for obsolescence and £662,340 for income tax, the net income was £6,001,605, as against £4,729,072 in 1932. After allocating £1,000,000 to general reserve, and bringing in the balance carried forward of £543,770, the total balance available is £5,545,375. The dividends on the preference share capital were paid on the due dates. An interim dividend of 2½ per cent. on the ordinary shares was paid on December 1, 1933, and the directors recommend payment of a final dividend of 5 per cent. on the ordinary shares, making 7½ per cent. for the year, and a dividend of 1 per cent. on the deferred shares, leaving a balance carried forward of £566,139. The authorised capital of the company is £95,000,000, the total nominal issued capital at December 31, 1933, being £77,323,101. In their report the directors make the following observations on the year's trading:—Alkali and General Chemical Groups.—Sales of alkali products in the home trade showed an improvement, even over the satisfactory figures for the previous year, but in overseas markets sales were adversely affected by increased competition in China and Japan and by the disturbed conditions and low purchasing power in China. There was an increased demand for practically all general chemicals in these groups, and in the newer products good progress has been made. The Chemical and Metallurgical Corporation, Ltd., was added to the general chemical group during the year, by means of an exchange of shares. Dyestuffs Group.—The improvement in the sales of dyestuffs, both in the home and export markets, referred to in last year's report, continued during the year under review. Sales of other products of this group expanded substantially in the home market and were well maintained in the export markets. The seventh ordinary general meeting of the company will be held at the Central Hall, Westminster, S.W.1, on Thursday, April 19, at 11.30 a.m.

Gazette

Partnerships Dissolved

Thursfield, J. H., and Blunson, J. P., 60 Rockingham Road, Kettering, chemists and druggists, under the style of Thursfield & Co.

Goodall, H. C., and Hickman, A. M., 108 High Street and Bear Lane, Oxford, chemists and manufacturers of aerated water, under the style of Dolbear & Goodall.

Ingle, J. F., Esses, A. M., and Radcliffe, D. W., 51 James Street, Miles Platting, Manchester, chemical manufacturers, so far as concerns D. W. Radcliffe.

Insurance Act Dispensing

Record of matters concerning Chemists' interests in the National Health Insurance Acts

ENGLAND AND WALES

Local Reports

East Ham.—A report from the Pharmaceutical Service Subcommittee concerning the supply by a chemist of jaconet to a patient was considered by the East Ham Insurance Committee on March 28. After an operation the patient obtained supplies of jaconet from time to time, and subsequently, at the suggestion of his doctor, obtained from the chemist a statement as to how much dressing he would require each month. The doctor prescribed the quantity suggested by the chemist. Later an allegation was made that although the chemist was paid for the full amount prescribed he supplied a smaller quantity, and that the amount prescribed at the chemist's suggestion was more than was actually required. The chemist's explanation was that he had never been personally concerned in the transactions, his assistants having dealt with the prescriptions. The Insurance Committee endorsed the Subcommittee's findings that the chemist had not been guilty of fraudulent intent, but otherwise he was responsible for the transactions. The Committee adopted the Subcommittee's recommendation that the chemist be required to refund the excess charged, £11 4s. 6d., and that £25 be withheld from his remuneration.

Huddersfield.—At a meeting, on March 28, of the Huddersfield Insurance Committee, the Pharmaceutical Service Subcommittee reported having considered a report of the analyst on a test prescription, and were of opinion that gross carelessness had been exercised in the dispensing. They recommended the imposition of a penalty of £1 on the chemists concerned. This was agreed to.

SCOTLAND

Annual Statistics

The following table has been adapted from a slightly fuller table supplied by Mr. A. B. Gilmour, superintendent of the Central Checking Bureau in Glasgow, showing, for the years 1932 and 1933, the number and value of the prescription forms dealt with on behalf of Insurance Committees and other public bodies:—

—	1933					1932				
	Number of Forms	Value				Number of Forms	Value			
		£	s.	d.			£	s.	d.	
The 54 Insurance Committees in Scotland ...	2,886,228	157,952	19	0		2,973,523	162,358	0	6	
Additional forms for Insulin ...	10,525	9,822	0	11½		9,744	8,802	18	1½	
The Government of Northern Ireland	700,009	38,518	6	0		634,386	34,665	7	10½	
Additional forms for Insulin ...	2,004	2,199	7	5½		1,813	1,887	11	0	
Local Authorities (six groups) ...	96,464	7,842	7	10½		81,804	6,910	8	3	
Ministry of Pensions	50	6	1	9		128	10	18	3½	
Totals ...	3,695,280	216,341	3	0½		3,701,398	214,635	4	0½	

Number of forms—decrease, 6,118. Value of forms—increase, £1,705 19s. The above totals do not include the economy cuts of 6.3 per cent. on the chemists' accounts.

THE tenth edition of Herbert W. Jordan's "Converting a Business into a Private Company" has just been published (price 1s. 6d.) by Jordan & Sons, Ltd., 116-118 Chancery Lane, London, W.C.2.

Pharmacy League

THE following is the text of the objects and rules of the Pharmacy League, to be submitted at a meeting to be held in the Lecture Theatre, 17 Bloomsbury Square, London, W.C.1, at 9 p.m., on April 17:—

OBJECTS

To pursue an agreed policy for pharmacy, commercially, scientifically, and socially, by:—

(1) Considering and discussing all matters affecting the business and professional status of pharmacists, and formulating schemes for the defence and improvement of that status.

(2) Promoting a sense of loyalty and friendly co-operation amongst the members.

RULES

(1) The organisation shall be named the "Pharmacy League."

(2) The Pharmacy League shall be an independent body of members of the Pharmaceutical Society of Great Britain.

(3) Membership shall be open and restricted to members of the Pharmaceutical Society during the first twenty-one years of accepted qualification since January 1, 1921.

(4) All affairs of the League shall be managed by a Committee consisting of ten members, having regard to the desirability of all sections of pharmacists being reasonably represented thereon.

(5) Election to the Committee shall be for twelve months, but members shall be eligible for re-election on expiration of their terms of office (subject to Rule 6), and in the event of a vacancy arising on the Committee from any cause whatsoever the Committee may co-opt a member to fill the vacancy.

(6) Membership of the Committee shall be limited to three consecutive years, and a member affected by this rule can only seek re-election at the annual ballot held in the year next following the expiration of his/her term of office.

(7) A chairman, vice-chairman, treasurer, secretary to the Committee, and a general secretary shall be elected from the Committee by themselves at the first committee meeting following the annual general meeting.

(8) The Committee may appoint subcommittees for specific objects and may invest in these sub-committees such of their powers as they may deem expedient.

(9) The Committee shall be elected by ballot prior to the annual general meeting, which will be held in February, when the treasurer's and secretaries' reports shall be presented. Nominations for election to the Committee shall be signed by a member of the League and must be countersigned by the nominee as his/her consent to allow the name to go forward for election. Nominations to be received by the general secretary on or before January 1.

(10) No person shall become a member of the League until his/her application shall have received the approval of the Committee.

(11) The Committee shall have power to remove the name of any person from the register of members without assigning a reason.

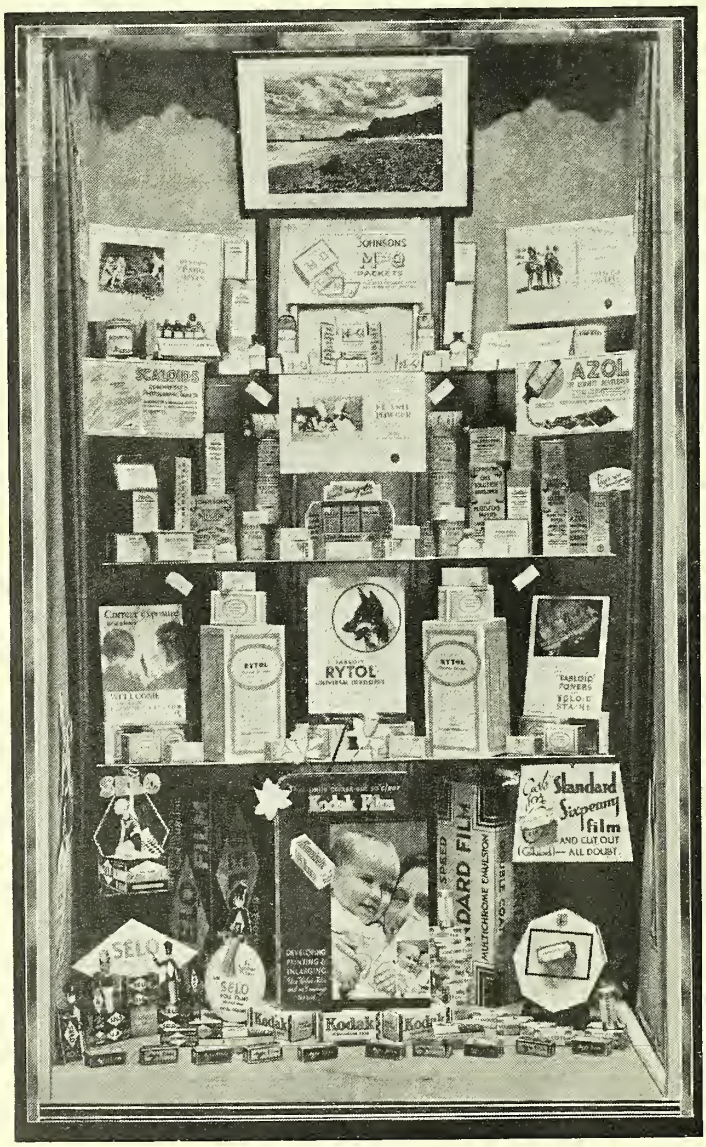
(12) The annual subscription shall be 2s. 6d., and is payable in advance. The first subscription shall be paid immediately after membership is granted and shall cover the period up to January 31 following, subsequent subscriptions being payable on February 1.

(13) The name of any member whose subscription is two months in arrears shall be removed from the register.

(14) Any proposed alterations in the rules of the League must be supported by the vote of two-thirds of the members present at the annual general meeting or at a special meeting called for that purpose after not less than ten days' notice of the proposed alterations has been given to the members.

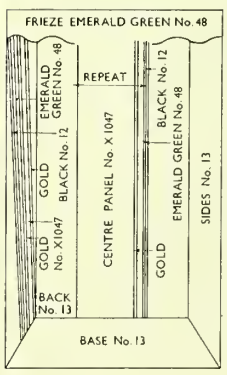
Display for the Chemist . . .

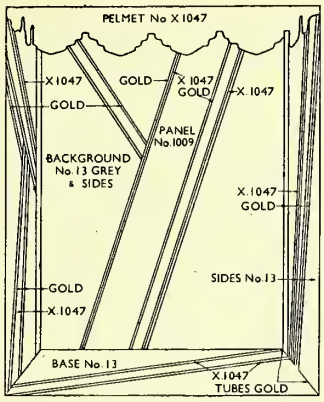
THE two windows illustrated in this article—the fifth in the series—are concerned with photographic goods. With the advent of better weather greater display-space is being allotted to this important and lucrative side of the business. The beginning of a season is obviously the best time to concentrate sales effort, and this applies particularly to photographic apparatus, the purchasers of which can easily become regular customers for materials. For the purpose of the displays the photographic goods have been divided into two sections: (1) chemicals and films and (2) apparatus. Where it is desired to utilise one window only, however, the displays could be shown alternately, or combined, with the floor of the window devoted to apparatus, and the upper part to chemicals and films. There is no lack of suitable show material ; indeed, even with two windows, we have been unable to use some really fine specimens sent to us by manufacturers. However, as the photographic window is, or should be, a feature throughout half the year, there is ample opportunity for the chemist advantageously to display most of the material available.

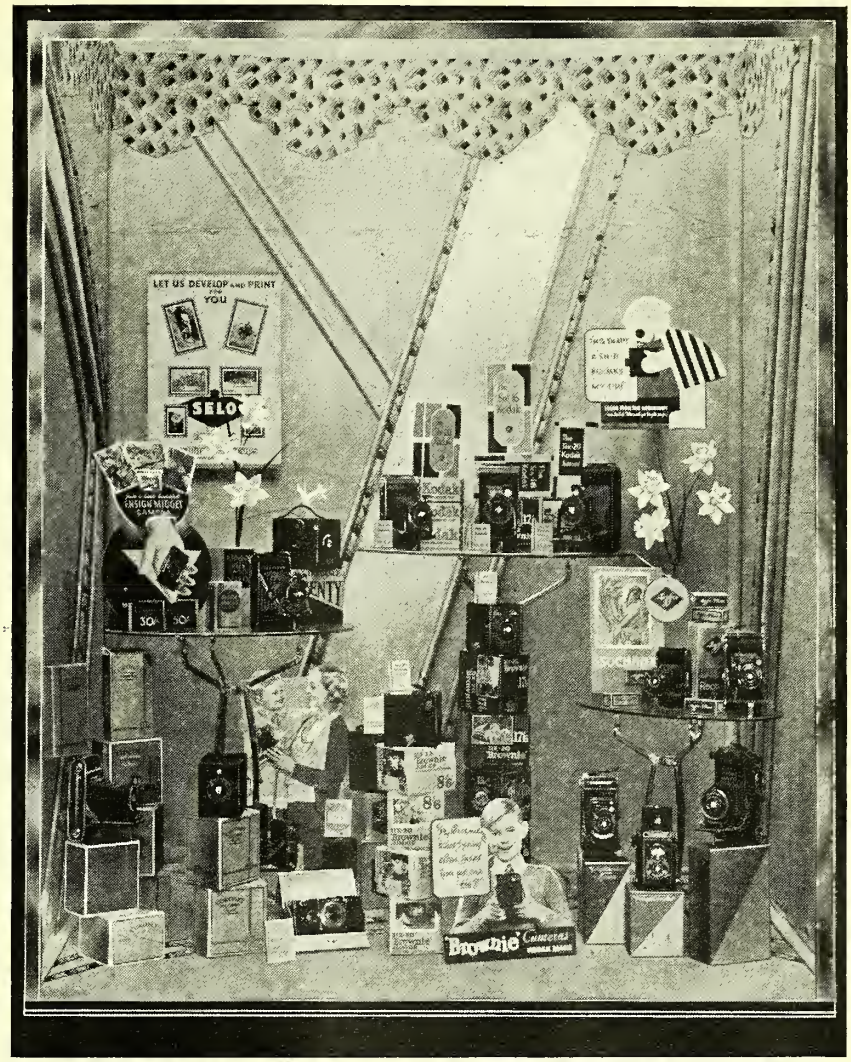


Chemicals and Films

The window illustrated on this page measures 3 ft. 6 in. wide ; 5 ft. high ; and 2 ft. 6 in. deep ; it is fitted with standard bars (9001) and brackets (9000) supplied by J. C. King, Ltd., 42-60 Goswell Road, London, E.C.4, together with the requisite shelves. The *C. & D.* model window is constructed to accommodate displays throughout a wide range of sizes, and it is our endeavour to introduce variety in this respect on every possible occasion. For those of our readers who desire to use crêpe paper as a background, or to brighten their display by means of, for example, tubes, reference to the colour key will simplify the procedure. The " lining-out " of this window has been designed with a view to simplicity, but the pleasing effect is, unfortunately, not so apparent in the monochrome illustration ; however, if the colour key is followed the result will amply repay the trouble taken. On this occasion we have used for some of the tubes the " brocade " type of crêpe paper ; this attractive material can be obtained in a variety of designs, and its use is indicated when an added decorative effect is desired. The numbers and descriptions of the crêpe paper correspond with those in the current list of the Dennison-Victor Co., Ltd., of London. We are indebted to the following manufacturers for the loan of the goods shown in this window:—







Displays and backgrounds by A. A. Jackman

Agfa, Ltd.; Burroughs Wellcome & Co.; Ilford, Ltd.; Johnson & Sons Manufacturing Chemists, Ltd.; Kodak, Ltd.; and Photo Trading Co., Ltd.

The Camera Window

The second window display illustrated in this article is designed to promote the sale of cameras. It is built up from the floor of the window on chromium-plated pedestal stands supplied by Clements, Newling & Co., Ltd., 96 Wood Street, London, E.C.2. Those of our readers whose windows are fitted with shelves may think it worth while to remove them on this occasion, so that the cameras may have the most suitable style of display. The window shown is of the open type, and it is thus possible for the prospective customer thoroughly to examine the goods and to note the various special features. Modern cameras are packed for sale in attractive, coloured outers, and this feature greatly facilitates display. The dimensions of the window are as follows:—Width, 4 ft. 3 in.; height, 5 ft.; depth, 2 ft. 6 in. With regard to the crêpe paper background, our window dresser, having in mind the desirability of producing a bright effect, has again used the "brocade" type of material for several of the tubes and for the diagonal panel. The effect of this style is striking, although—an important point—not sufficiently so to detract attention from the goods. It should be remembered that the retailer is primarily interested in sales, and the crêpe paper should, therefore, be confined to its use as a decorative background, to show up the goods to the best advantage. The cameras shown in the model window were made available through the courtesy of the following manufacturers:—Agfa, Ltd.; Thomas Christy & Co., Ltd. (Coronet cameras); Ensign, Ltd.; Kodak, Ltd.; Schering, Ltd. (Voigtländer cameras); and Zeiss Ikon, Ltd. The attractive D. & P. showcard shown at the top left of the illustration was supplied by Ilford, Ltd. The appearance of the window has been enhanced by the introduction of artificial daffodils, lent by Clements, Newling & Co., Ltd. There would appear to be scope for the use of artificial flowers in chemists' windows, provided care is taken to restrict their use to special occasions.

For the two photographic displays we have departed from our custom of preparing special *C. & D.* showcards, on the ground that the photographic manufacturers already supply all that is necessary for good windows. The first display contains (from top to bottom) a framed photograph, one of several supplied by Agfa, Ltd.; then follow six neat and compelling cards from Johnson & Sons Manufacturing Chemists, Ltd.; on the lowest shelf are three attractive specimens from Burroughs Wellcome & Co.; the base of the window contains display material from Ilford, Ltd.; Kodak, Ltd.; and Photo Trading Co., Ltd. The second display contains four cards in addition to the D. and P. card already mentioned. Two of these are from Kodak, Ltd., one from Agfa, Ltd., and one from Zeiss Ikon, Ltd. Several useful price tickets are also shown in this window. Readers are reminded, in conclusion, of the importance of boldly pricing each article, or group of articles.

Arrangements have been made whereby subscribers requiring designs in crêpe paper to suit particular windows can be supplied on request. It is desirable to enclose a rough sketch of the window, together with dimensions, and type of fittings used.

The Business Side of Photography

NOW the distribution of cameras in the form of coupon gifts is negligible, prospects of sales of such apparatus are brighter than for some years, and there are few articles which offer greater opportunities for salesmanship. As a broad classification, possible purchasers of cameras may be divided into those who wish mainly to snap their friends at home and on holidays; those who wish to preserve records of beautiful landscapes, architecture and so forth; finally, the pictorialist. Most camera manufacturers cater for each class of photographer, and representative instruments are shown on p. 415. As most photographic chemists are agents for some particular maker, to be able to advise their customers, it is essential that they should know everything there is to know about the particular goods of which they are distributors. Some notes on the leading manufacturers are given below.

AGFA PHOTO, LTD., offer an extensive range of folding cameras which leave nothing to be desired in the design. The company do not compete in the lowest-priced market, and their box cameras have been withdrawn, but in every other respect their apparatus, films and accessories are excellent. If there is one instrument which deserves special mention it is perhaps the Speedex O, and it is illustrated on the opposite page. This camera, which is fitted with an *f*3.9 Solinar lens of 3-in. focal length, takes pictures $2\frac{1}{2}$ in. by $1\frac{5}{8}$ in., the body is ribbed and has metal decoration on the sides. The front is self-erecting and the back opens easily. In every sense the workmanship of this compact instrument is deserving of praise. The catalogue published by this company contains much valuable photographic information apart from that referring to particular models of cameras, and it should be in the possession of every dealer.

BLUNDELL & CO. (LIVERPOOL), LTD., are specialising in the processing of paper films. Particulars of this service and of that in regard to celluloid films will be sent on request.

THE GEORGE BROWN PHOTO CO., LTD., have made a name in Manchester and the North for their developing and printing service. It is interesting to note that the company advertise that they work only for approved dealers.

ENSIGN, LTD., is a business which has been in existence since 1834, since it was in that year Mr. George Houghton, the grandfather of Mr. Edgar Houghton, the present head of the firm, set up in business at 89 High Holborn in the supply of glass for optical purposes. Within a year or two, on the introduction of the Daguerreotype process in France, George Houghton, in partnership with Antoine Claudet, acquired the English rights in the process and opened the first studio for photographic portraiture. This connection with the photographic business has since endured through all the years. George Houghton's grandsons and his great-grandsons have in their turn maintained the association thus begun. With them is associated another distinguished photographic family, with a business history dating from 1866, when William Butcher commenced business in Blackheath Village. Here again a tradition has been handed down from father to son, and to-day there are two of his sons and two grandsons connected with Ensign, Ltd. The advent of the dry-plate (already coated when purchased) brought about a revolution in the photographic world, and equipment assumed a much less bulky form. But even so, it still took up a lot of room, and people had still to do most of their own developing. Photography was a serious hobby in these days and one not to be lightly undertaken. The beginning of the present century witnessed the most revolutionary of all photographic introductions—the roll film. With this, as with other developments, the firm was quick to associate itself, and speedily placed roll films upon the market. To-day Ensign Lukos films occupy a high place in the estimation of amateur photographers. As the years passed by, cameras became progressively less bulky. Now, in 1934, to mark appropriately the centenary of the firm, comes the Ensign Midget camera. It was illustrated and described in the *C. & D.*, February 10, p. 150. The long range of Ensign cameras—from the ubiquitous little pocket camera, produced in many thousands, to the fully automatic power-driven aerial camera—are, complete with their speeded shutters and Ensar anastigmat lenses, designed and manufactured entirely at Ensign Works, Walthamstow, London, E.17. The company's latest catalogue describes a wide range of cameras incorporating the latest ideas in design, ciné cameras and a variety of accessories. Every branch of photography is in fact catered for.

R. W. GREEFF & CO., LTD., who are the suppliers of Rhodia brand chemicals, invite inquiries for metol, hydroquinone, amidol, bromides, pyro and hypo.

R. F. HUNTER, LTD., are the distributors of high-class apparatus of interest to advanced amateurs, and of accessories for large-scale developing and printing. One of the cameras that deserves attention is the Rolleicord, an illustration of which appears on the opposite page, and its merits may be summarised as follows:—Compensation of parallax; absolutely rigid focussing mechanism; one lever compur shutter for both setting and releasing; frame finder for sport pictures; patented film guide; all essential parts enclosed; alternative use of filter, proxars, panorama head, stereo fitment, focussing extension hood and iris stop; takes twelve pictures $2\frac{1}{4}$ in. x $2\frac{1}{4}$ in. on $3\frac{1}{4}$ in. x $2\frac{1}{4}$ in. eight-exposure roll film. Another piece of apparatus that is noteworthy is the Exakt enlarger. When using this the operator simply projects the image to the desired enlarging size; then turns the focussing ring so that the indicator registers the same as the enlarging scale—and the result is dead sharp focussing. The spiral mount of the lens works entirely free from play. Another special line of Messrs. Hunter is ciné screens, particulars of which will be sent on request.

ILFORD, LTD., have prepared a big range of display material for the benefit of dealers who sell Selo and Selochrome films—there are cut-outs of all sizes, posters, showcards, flags and pelmets. All are printed in gay colours, while the variety facilitates the frequent changing of displays. A full list of these sales-aids is printed on the Selo broadsheet, a copy of which will be sent to any dealer who has not already one in his possession. Reference was made in the *C. & D.* recently to the new paper introduced by Ilford, Ltd., under the name of Selo Rayon. This has proved so popular that the makers have decided to increase the number of grades by putting on the market a "soft" variety, in addition to the normal and vigorous.

JOBLING, GLENNIE & CO are able to supply up-to-date automatic vending machines for roll films. Many chemists will be interested to note that the firm take old-type models in part exchange.

JOHNSON & SONS MANUFACTURING CHEMISTS, LTD., have long specialised in the manufacture of photographic chemicals which are supplied in bulk and packed ready for retail sale. During the war the company undertook the production of amidol and metol, and to-day in addition can supply pyrogallic acid, hydroquinone, glycin, as well as specialities in the form of Chlorquinol and Azol. For display purposes Messrs. Johnson have a large range of small cut-out sales-aids, several of which have been incorporated in the window illustrated on p. 412. Chemists requiring these, or assistance in any other connection so far as photographic chemicals are concerned, should communicate with the Hendon works of the company.

KODAK, LTD., now supply four grades of roll film—Regular, Verichrome, S.S. Panchromatic, and Panatomic, the last-named having a superfine-grain emulsion specially suitable for miniature cameras. As regards cameras, there is a good choice of Brownies and Kodaks. The Six-20 Brownie Junior ($3\frac{1}{4}$ in. by $2\frac{1}{4}$ in.) is a still simpler Brownie at a still lower price, and is claimed to

SELL MORE CAMERAS

THE cameras illustrated above are:—(1) Ensign Selfix; (2) Agfa Speedex; (3) Zeiss Ikonta; (4) Kodak Brownie; (5) Voigtländer Prominent; (6) The Rolleicord (R. F. Hunter, Ltd.); (7) Soho Altrex.

be the smallest 3¼ in. by 2¼ in. box-type camera on the market. The Six-20 Brownie is a more elaborate design with special facilities for taking landscapes, groups and close-ups. The Six-20 Kodak Junior and the Six-20 Kodak are folding cameras with self-erecting fronts, and between them there is an apparatus suitable for almost every amateur. For customers who require a bigger picture camera there are the Six-16 Kodaks—of similar design to the Six-20's, but giving a print of 4¼ in. by 2½ in.

George Newnes, Ltd., are publishing a new serial work on "Practical Photography and Amateur Cinematography," to be completed in about twenty fortnightly parts. It is proposed to deal with all the various processes used in modern photography. The first part contains, among others, articles on "Artificial Lighting," "The Beauty of Wet Streets and Roads," "Saving Under-exposures," "Warm and Cold Weather Hints," "Drying Negatives Quickly," "Light-Traps for Dark-room" and "Copyright in Photographs and Ciné Films."

Pathéscope, Ltd., whose name in connection with home cinematography is familiar to everyone, are now incorporating on some of their cameras a device which enables the speed of the shutter to be increased or reduced. The very desirable improvement can be incorporated on certain existing cameras at a reasonable cost. A national moving picture contest is being organised by the company and the first details are to be made public in a few days.

John Riley & Sons, Ltd., will be interested to hear of the requirements of large buyers of hypo.

Schering, Ltd., are the distributors in this country of Voigtländer cameras, and there are two models manufactured by this famous firm to which special attention may be called. The first is known as the Brilliant, and it is illustrated elsewhere in this issue. It is a roll film apparatus, giving twelve 2¼ in. by 2¼ in. pictures on an eight-exposure 3¼ in. by 2¼ in. film. First described in the *C. & D.* twelve months ago, the camera proved exceedingly popular last year, and at the new reduced price it should become even more widely known among amateur photographers. The other camera is the Prominent, a scientific instrument for the person who takes his hobby seriously. A photograph of it is reproduced on the opposite page. Among its attractive features is a range-finder and a built-in exposure meter. Another folding camera which is admirably suited for the average amateur is the roll film Bessa. This is fitted with a *f*6.3 lens and a self-erecting front on which is clearly indicated the appropriate aperture to use for landscapes, groups and portraits.

Soho, Ltd., claim to produce a British camera to suit every purpose and every pocket—on the one hand there are the inexpensive Pilots and Cadets, and at the other end of the scale are the world famous Soho reflexes. Where the demand for a sturdy apparatus of moderate price is concerned chemists could not do better than exhibit the two mentioned above or the Altrex, another folding camera, leather covered, and fitted with a *f*6.3 lens and a five-speeded shutter. The body and lens front of the Pilots and the Cadets is of moulded material, the first-named being black and the latter rosewood colour. This material makes the cameras practically indestructible and unaffected by heat or damp. Both are available with single or doublet lens. These cameras should meet the need of the majority of those who provide the bulk of the work for D. and P. establishments.

John Thompson (Wholesale Druggists, 1921), Ltd., claim to be able to supply "everything in photographics" for approved dealers, a point which chemists situated in the North of England, and particularly in Liverpool, should bear in mind during the coming months.

Zeiss Ikon, Ltd., probably make more models and sizes of cameras than any other manufacturer. In every respect and regardless of price, every piece of apparatus is of excellent quality, in fact quality is the impression immediately conveyed on handling the company's products. To-day the camera for taking miniature pictures, which in most cases require enlarging in order to obtain their full effect, is more popular than ever, and Zeiss Ikon have been among the pioneers of this type of apparatus. Included in their range of Ikonta cameras are some of the finest, yet by no means the most expensive, instruments available, while for the more ambitious type of amateur there is the well-known Contax. At the other end of the scale, those who require a simple box camera will find their requirements amply satisfied by the Tengors.

High Speed Photography

High-speed photography is now being employed in the factory and laboratory as a means of magnifying time, conventionally the fourth dimension in all physical existence. Pictures may be taken at the rate of 6,000 per second, and projected at the normal rate of sixteen per second, thereby requiring about six minutes to reproduce action which has taken place in one second. Various methods have in the past been devised for taking pictures of moving objects at practically any rate of speed. It is only recently, however, that commercially practicable means have been developed for taking consecutively a sufficient series of high-speed pictures to permit their projection as motion pictures or their use in adequately studying more than the briefest phenomena. Exposure times have now been shortened to 1/1,000,000 of a second, in which very little movement can take place. For example, the edge of a 20-in. wheel rotating at 10,000 r.p.m. would travel only 1/100 of an inch in that time, although it would be moving at a velocity equivalent to about 570 miles per hour. Improved light sources are being used. Experiment with a great variety of subjects, ranging from snakes' tongues and flies' wings to the formation of chemical materials, has developed a versatile technique for getting useful pictures and then securing significant information from them. In 1872 Leland Stanford began investigating the gaits of horses by means of a battery of cameras with shutters electrically operated in quick succession. The earliest recorded case of using "high-speed" photographs for settling an argument was in Paris a few years later, when an artist used the pictures to answer critics by proving that his paintings were true to life. Time and motion studies for the purpose of locating hidden causes of imperfect operation have been made of complicated machinery in which a complete cycle of several operations requires only a fraction of a second. Acceleration and deceleration data are readily obtained for machine parts with rapidly varying speeds. Research and development engineers have a convenient means for making tests and comparisons, and it is possible that radically new principles of design will be suggested by action photographs, when their function as a supplement to theoretical reasoning and cut-and-dry methods is more fully appreciated. A future of industrial usefulness is apparently in store for high-speed photography—applied to time as the microscope and telescope have been applied to space.

Members of the Wallasay Pharmacists' Association spent an enjoyable evening on March 13, when a cinema entertainment was given, including films taken by members.

Wassermann test criticised.—"In view of the fact that the Wassermann test on blood is the most difficult of those here discussed, while being the least sensitive and not the most specific, one can but deplore that there should be such a desperate clinging to the Wassermann even to-day, especially in public medicine. When the Meinicke and Presumptive Kahn are so eminently suitable for exclusion purposes, while the Routine Kahn is so reliable for diagnostic ends—to say nothing of the very reasonable efficiency of the Müller reactions—it seems very pointless to deny these tests at least as official a recognition as has been accorded in the past to a far less efficient test. Even for spinal fluid examinations the Müller is as good as the Wassermann, while the Kahn is vastly superior."—J. Ernest Nicole and E. J. Fitzgerald in "The Lancet."

Salesmanship in Developing and Printing

AMONG the most important qualifications of a photographic dealer are that he possesses a working knowledge of cameras, of good and bad qualities in negatives, and the possibilities of improving treatments. It is necessary for the dealer and his assistants to be able to solve each amateur's difficulties, for big orders are nearly always the result of confidence. The best way to acquire knowledge is at some good school including photography in its curriculum, but in so far as established dealers are concerned that is hardly practical. The alternative is to use cameras and films (particularly anything new) in stock under the conditions for which they are designed, discussing his results with the finisher, and of having the best efforts carried through as far as possible to pictorial completion. Thus the dealer will acquire that touch in demonstrating apparatus and accessories that so often converts inquiry into sale; also he will become acquainted with the problems of composition, under- or over-exposure, bad focussing, camera shake, and so on. He will learn to judge when it is worth spending money on negative improvement and when not; which types of negatives enlarge well and which badly. It is a matter of psychology that the amateur much prefers samples displayed by their author, and when is a salesman so eloquent as when he expatiates upon his own efforts?

Encouraging a Prospect

It has long been a dictum, and a wise one too, that a dealer should go through the results with his customer when handing out a D. and P. packet, chiefly with the idea of inducing an enlarging or repeat print order. Backed by experience and technical knowledge this can be made to be more than a mere selling ruse: it can become a first-class advertisement. The customer should be lauded upon his successes and advised as to enlarging possibilities and advantages; commiserated upon his failures and tactfully guided toward better paths; and shown where general or local intensification or reduction, retouching and so forth could help to make that very important failure presentable, or else definitely told when such stunts would be waste of money. In this connection, when an order is either likely or actually given, the proportions and actual piece of the negative to be used, white or cream base, surface, sepia-toned or not, styles of mounting, hand finishing, and even colouring should all be discussed. By such means the amateur's confidence is easily gained. Lastly the chemist will be able to give his finisher such exact information as to enable him to produce a thoroughly satisfactory job.

Helping the Finisher

Whatever system the finisher uses and however irritating its details may be, it should be adhered to faithfully. He has got that system to facilitate working at his end, to eliminate cross-overs, and to minimise time loss. Among other matters it is important not to delay the messenger while customer after customer is served. In the height of the season time is precious, and it would be disconcerting, though ironically just, if the next delivery turned up two hours late with the explanation "You kept me ten minutes, so did Brown; Jones, too, kept me a quarter of an hour, and so on until in the end I was two hours late back at the works." Another point is that although the "print one" must be separated from the "print two" negatives, folding them cornerwise in 12-oz. bottle wrapping paper is merely a way of adding to the printing time. Similarly, word instructions clearly—two negatives marked "4 P.C." may mean four of each, three or one, or two of each. Don't use red ink to denote importance, for it is hardly visible in coloured light. Remember that salesmanship in D. and P. is a matter of selling work done, and that means that the complete satisfaction of every customer on every order is as important as making a new customer or increasing an order. Again, since it is chiefly work that is being sold it is well to bear this in mind and to educate customers to realise that size is not the only factor to determine the price. Discreet elucidation of this point may remove many a little grouse particularly among small camera owners. Make a good window display, but avoid stereotyped ideas, and change arrangement frequently. The finisher will always be ready to help not only with ordinary specimens and showcards but to collaborate in specific schemes of decoration and arrangement. Back him up when he is pushing a line by wallet-stuffers, and make sure that the line in question is on show not only in the window but near the counter where work is usually collected. If he sends you unsuitable show material send it back and tell him what could be of use and also suggest some local co-operative advertising.

Photographic Dealers' Association

Branch Meetings

Belfast.— The annual meeting of the Branch was held recently. The secretary's report stated that the membership had increased during the year by sixty. The Committee had worked vigorously in organising the "Newsletter" competitions and the winter photographic exhibition, which had proved a great success, and a new Committee was given a free hand with regard to a similar scheme for this year. Regret was expressed at the slackness of some dealers in not taking more advantage of the opportunities for increased business that these competitions opened up, and the meeting learned with surprise that a number of members had not even yet paid their share of the expenses of the first competition. By resolution, no entry forms or advertising material for the new competition will be sent out until these arrears are made good, and the names of dealers who are taking part will be published. The following resolutions were passed unanimously and directed to be forwarded to the P.D.A.:—(1) That the members of the Belfast and District Branch, having experienced the necessity for an adequate system of film coding, unanimously (*a*) call on the P.D.A. to press this matter on manufacturers for their immediate attention; (*b*) pledge themselves to support such manufacturers as show their good faith by meeting the wishes of the trade promptly. (2) That the P.D.A. are to be congratulated on their action in upholding the suggested scale of prices for D. and P., as it must be realised that only by securing an adequate return for the labour involved can the quality and variety of work necessary to attract and keep the interest of the public in photography be attained. A helpful discussion of ways and means to make this an exceptionally good photographic season took place. The treasurer, Mr. Shillington, presented the year's accounts, which were adopted. The following officers and Committee were elected for the coming season:—*Chairman*, Mr. J. C. Culbert; *Vice-Chairman*, Mr. John Bell; *Secretary*, Mr. R. Northey, all re-elected. Mr. Shillington, at his request, was relieved of the office of treasurer for one year, Mr. Dundee being appointed. The names of the new Committee are as follows:—Messrs. J. A. Pollock, J. McRoberts, J. Adams, J. McDowell, Fyffe, Poots, Stewart, A. Hardy, L. D. M. Dickson, McLoughlin, T. Gibson, Steede, S. J. Hudson, C. Abernethy, Shinner, Young, D. Henderson, H. Crossin, E. A. Richey, and

Shillington. The W.P.F.A. nominated Mr. H. J. Cronhelm as liaison officer, and the nomination was accepted.

Bradford.—The annual meeting of the Bradford Branch of the Photographic Dealers' Association was held recently, under the chairmanship of Mr. B. Sandford Taylor. The annual report of the secretary (Mr. W. Brown) and the financial statement were approved. The following were elected officers for 1934-5.—*Chairman*, Mr. B. Sandford Taylor; *Vice-Chairman*, Mr. W. Sutcliffe; *Treasurer*, Mr. T. C. Bridges; *Secretary*, Mr. W. Brown; *Committee*, Messrs. D. Carter, J. R. Cross, J. Batley, C. A. Richardson, W. I. Jolly, R. T. Silson, B. Tillett, and three others subject to confirmation, together with Mr. S. J. Kirby, as *Assistant Secretary*. Resolutions were carried for submission to the annual general meeting of the Association, dealing with (*a*) coding; (*b*) cutting of apparatus prices; (*c*) deletion of cutters from the Approved List; and (*d*) increased discount on films.

Glasgow.— The Glasgow and West of Scotland Branch held a meeting on March 29, when Mr. H. Flower (Ilford, Ltd.) spoke on *The Present Position of Infra-Red Photography*. The chair was taken by vice-president W. Spence Culbert. The lecturer began with a series of lantern slides of the solar spectrum showing the relationship of the small band of visible light to the whole range of radiant energy, and the relative positions of the ultra-violet and infra-red rays in Angstrom units. Then followed the development of colour sensitivity in photographic emulsions to the colour latitude of the panchromatic plate. Comparative slides of ultra-violet and infra-red photographs of black men demonstrated how infra-red penetrates the pigment of the skin and showed the growth of hair so that the subject appeared to have a heavy beard; the colour of the eyes in black men showed plenty of detail under infra-red, but European eyes were like black beads. Clothing reacted according to the nature of its dyestuff, and black suits ranged from a real black to very light grey. The invaluable practical application of infra-red photography in medicine, science and commerce was evident in some fine comparative photographs of the heart and other organs of the body; in micro-photographs; in the penetration of defaced documents—some of which, dating back before the Spanish Inquisition, were shown on the screen clearly readable after centuries of complete obliteration to the human eye; also in the detection of disease spots in plants, and in the comparison between real and imitation tortoiseshell which was very striking. Real shell showed fine dark mottling, while imitation was milky grey. With ultra-violet both types of shell give a similar blue fluorescence. Initial difficulties with infra-red consisted in the comparative slow speed of the emulsion, but that had been considerably overcome, and plates were now obtainable of speed 200 H. and D. Even faster speeds could be produced, but are not yet sufficiently stable for commercial production. The lecture concluded with the display of the first ciné film taken on infra-red stock. The chairman announced that the annual general meeting of the Branch would be held on April 26. On the call of Mr. H. W. Thomas an enthusiastic vote of thanks was accorded to Mr. Flower and to Ilford, Ltd.

Ipswich.—The annual meeting of the Ipswich and District Branch was held on March 19. The officers for the ensuing year are as follows:—*President*, Mr. L. Piper; *Vice-President*, Mr. E. P. Simkin; *Secretary*, Mr. A. H. Croasdale, 24 Butter Market, Ipswich. The chemist members of the *Committee* are Mr. C. E. Bell and Mr. J. C. Wiggin. It was decided to recommend members to charge P.D.A. scale for developing and printing, and to urge the National Council of the P.D.A. to press for the coding of films.

A GENERAL SURVEY.—"The Laboratory: Its Place in the Modern World" is the title of a pleasantly written book from the pen of Dr. D. Stark Murray, B.Sc., published (paper 2s., cloth 3s.) by The Fenland Press, 12 Henrietta Street, London, W.C.2. For the most part the functions of different kinds of laboratories are described in general terms, but a more detailed account is given of pathological laboratories.

D. and P. Trade Agreement

THE following plan has been jointly agreed by the Photographic Dealers' Association and Wholesale Photo Finishers' Association for the protection of the D. and P. section of the photographic trade:—

Finishers and retailers will support the formation, in the area in which they operate, of a Representative Local Joint Committee, with a view to a mutual agreement under which—

TRADE FINISHERS

Will, in the area in which this agreement operates or in any other area in which a similar agreement operates:—

1. Charge not less than the current P.D.A. retail scale of prices in accordance with the schedule.

2. Not allow off these prices a greater discount than 33⅓ per cent. with a maximum settlement discount of 5 per cent.

3. Give no coupons, concessions, free enlargements, or other gifts in any form.

4. Open no new account with other than approved photographic dealers.

5. Cease, not later than —— next, to service their then existing non-approved retail customers—provided always that they have the right—

(*a*) to submit to the Joint Council, through a member of the Federated Photographic Manufacturers, the names of any of their customers who in their opinion should be added to the list of approved dealers, with a view to their names being so added;

(*b*) to submit to the Local Joint Committee the names of any of their customers who although not qualified nor desiring to become approved dealers, should in their opinion be allowed to continue to be serviced by them.

6. Service no retailer who does not adhere to the corresponding Retailers' Agreement as set out below.

7. Give three months' notice—such notice expiring between October 31 of any one year and March 31 of the following year—of their withdrawal from this Agreement.

RETAILERS

Will, in the area in which this Agreement operates or in any other area in which a similar Agreement operates:—

1. Charge not less than the current P.D.A. retail scale of prices in accordance with the schedule.

2. Accept off these prices a maximum trade discount of 33⅓ per cent. with a maximum of 5 per cent. settlement discount from the trade finisher who undertakes their work.

3. Give no coupons, concessions, free enlargements, or other gifts in any form.

4. Agree not to use the service of any trade finisher who does not adhere to the corresponding finishers' agreement as set out above.

5. Give three months' notice—such notice expiring between October 31 of any one year and March 31 of the following year—of their withdrawal from this Agreement.

I,.....

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* a photographic finisher servicing the retail trade, and/or *a retailer of photographic developing and printing, am in support of the proposals set out in the draft "Agreement for the Protection of the D. and P. Trade," and I am prepared to support the formation of a Local Joint Committee in my area with a view to carrying out these proposals.

Signed.....

Date.....

*NOTE: Strike out one of these lines if not applicable to your business.

Association Meetings

Cardiff.—A meeting of the Cardiff Association and Branch of the Pharmaceutical Society was held recently, Mr. J. T. Day (president) in the chair. Consideration was given to the Society's proposals for the practical training of apprentices. Each clause was carefully discussed, and the majority met with the approval of the members. It was ultimately agreed that an alternative scheme formulated by Mr. R. Vernon Lloyd should be forwarded for the Council's consideration, as it was thought that a better scheme could be created by the inclusion of portions of Mr. Lloyd's scheme. It was unanimously expressed that a system of territorial representation on the Council would prove beneficial.

Edinburgh.— The sixth meeting of the fifty-fifth session of the Edinburgh Chemists', Assistants' and Apprentices' Association was held on March 16, Mr. W. A. Beattie (president) in the chair. Dr. R. J. D. Graham (lecturer on botany in the University of Edinburgh) gave an interesting address on *Mesopotamia,* in which he included an account of his personal experiences, illustrated by a series of excellent lantern slides, many of them made from photographs taken by himself. On the motion of Dr. Tait, a cordial vote of thanks was accorded to Dr. Graham.

London (N.-E.).—At a recent meeting of the North-East and East London Pharmaceutical Association and Branch of the Pharmaceutical Society an informative address was given by Mrs. Freke (a member of the Society's Council) on *The Pharmacy and Poisons Act, 1933.* Mrs. Freke referred to the origin of this legislation and traced its history through its three years' passage to the final enactment. The purpose and intent was explained, and its principal provisions were examined. A lively discussion followed on many obscure points. The possibility of considerable litigation before final decisions were reached was envisaged.

Wallasey.—At the annual meeting of the Wallasey Pharmacists' Association, held on March 27, Mr. J. B. Williamson was re-elected *President.* In the course of his remarks Mr. Williamson said that when he accepted the office twelve months ago he did so with some trepidation, but now he had no regrets. They owed a great deal to the ladies for the way in which they worked for the Association's benefit. He had been in touch with a number of chemists who were not in the Association in regard to the possibility of their joining, and he had a strong conviction that if they were approached their objections could be overcome. He thanked the members, the ladies' committee, the retiring treasurer (Mr. H. B. Lomas) and the secretary (Mr. H. C. Tristram). On the proposition of Mr. Pearson, a hearty vote of thanks was accorded to Mr. Williamson for his work during the past year. In accepting office for a second time Mr. Williamson said he had great hopes for their Association. He thought they should have other attractions than at present. It was the person with a grievance they wanted in the Association. His grievance might be imaginary, and on the other hand it might be real, but in either case an airing of views would probably clear the air to their mutual advantage. Other officers were elected as follows:—*Vice-President,* Mr. H. D. Williams; *Treasurer,* Mr. Valentine; *Secretary,* Mr. H. C. Tristram; *Committee,* Messrs. Mitchell, Siddall, Walton and Leggatt (subject to acceptance); *Auditors,* Messrs. Pearson and Colbeck. The ladies' committee was re-elected. Prior to the election of officers, some discussion arose in regard to the N.P.U. resolution dealing with the coding of prescriptions, showing a divergence of opinion regarding the value of coded prescriptions. It was suggested that where the prescription was made up at a low price to a poor patient it should be specially marked for the guidance of other pharmacists making up the prescription later. The treasurer reported that the year showed a record balance in hand (£18 12s. against £12 5s. for the previous year). The membership showed an increase of five over the previous year. On the suggestion of Mr. Valentine, it was decided to send the balance remaining from the whist drive and dance to the Society's Benevolent Fund. In view of the large balance in hand, it was decided to purchase the two volumes of "Pharmaceutical Formulas" and a copy of the Medical Register.

Festivities

Staff Functions

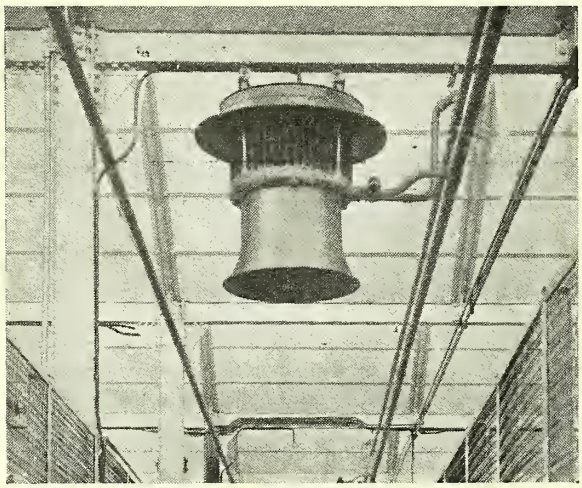
A VERY successful dance organised by the staff of R. J. Reuter Co., Ltd., 69 Carter Lane, London, E.C.4, was held at the Manchester Hotel, on April 7; about 160 guests were present. Spot prizes were presented by Mr. H. E. Cooper (managing director) and Mrs. Cooper, and everyone agreed that it was a most enjoyable evening and a memorable "4711" occasion.

AT the Metropole Ballroom, Dublin, on April 4, May, Roberts & Co., Ltd., held their annual staff dance, an event which proved a most enjoyable and successful function. There was a good attendance, and many valuable spot prizes were presented. The committee responsible for organising the dance comprised Misses E. McDonnell, B. Duffy, E. Keogh, Messrs. T. Doyle, G. Penney, T. Chambers, H. Bagster, D. Kelly, J. Walsh and A. Malone. The attendance included Mr. A. D. Davidson (Dublin manager) and Mrs. Davidson, Sir Thomas Robinson and Lady Robinson, Mr. E. Edwards, Mr. H. C. Cropp, Mr. C. B. Leith, Mr. and Mrs. W. Johnson, Mr. and Mrs. C. F. Penney, Messrs. W. Penney, T. Cooney, A. McCloskey, J. Hawkins, J. Delaney, J. Dawson, R. Russell, L. Moran, F. McDermott, F. Mulligan, J. Frazer, H. McGinn, J. Blake, A. McDonnell, A. Fell, F. MacManus, R. Singleton, W. Smith, P. Smith, W. Spencer, Misses K. Morrissey, M. J. Sherlock, L. Payne, M. Looney, M. Nalty, M. Lane, R. Donegan, N. Dowdall, E. Topham, L. Cahill, P. O'Reilly, B. Russell, S. Dilley, E. Dilley, E. Pendar, S. Duffy, K. O'Hanlon, S. O'Hanlon, M. O'Hanlon, G. Levis, N. Reaside, M. Oldham, R. Hanlon, S. Jessop, Misses Casey, MacMahon, A. Goodwin and N. Clarke, Messrs. F. E. Smith, T. B. O'Sullivan and T. Gleeson. Among the donors of the spot prizes were the following:—The directors of May, Roberts & Co., Ltd., Sharpe & Dohme, Ltd., Irish Glass Bottle Co., Ltd., Kolynos, Inc., Petrolagar Laboratories, Ltd., Glaxo Laboratories, James Crean & Son, Ltd., Saville Perfumery, Ltd., Mr. David Barry, Little & Jones, Ltd., R. J. Reuter Co., Ltd., Juventa, Ltd., Ever-Ready Razor Products, Ltd., Morny, Ltd., A. & F. Pears, Ltd., F. W. Hampshire & Co., Ltd., Mr. W. J. Penney, Cooper, McDougall & Robertson, Ltd., "Cutex" per Miss Lee, Rolls Razor, Ltd., and May, Roberts Social Club.

GROUP AT MESSRS. MAY, ROBERTS & CO.'S DANCE
Mr. A. D. Davidson (Dublin manager) in front row (centre); Sir Thomas Robinson in front row (right); Lady Robinson on Mr. Davidson's right; Mrs. Davidson on his left.

An Historic House Removes

THE removal of the works of May & Baker, Ltd., from Garden Wharf, Battersea, London, S.W., to Dagenham, an event of outstanding importance in any case, is rendered still more important by reason of the fact that the present year sees the centenary of the establishment of their business. It was in 1834 that John May (a founder of the Pharmaceutical Society) commenced the manufacture of chemicals in partnership with Messrs. Prickett and Grimwade, both of whom, like him, had been apprenticed in Ipswich. Mr. Prickett died within a year after the firm was founded, and Mr. Grimwade retired in 1839. A new partner, Mr. William Garrad Baker, then joined Mr. May, and the present style of the firm (with the subsequent addition of "Ltd.") became familiar in the wholesale trade. Mr. May retired from active participation in the management of affairs in 1876, when Mr. R. C. Heath and Mr. Thomas Tyrer were admitted partners; they were joined in that capacity two years later by Mr. W. E. B. Blenkinsop, Mr. Heath's stepson. Mr. Tyrer relinquished his partnership in 1890, and the firm was converted into a limited company with Mr. Blenkinsop as managing director. Mr. Baker retired in 1897.



DETAIL OF TEMPERATURE CONTROL SYSTEM

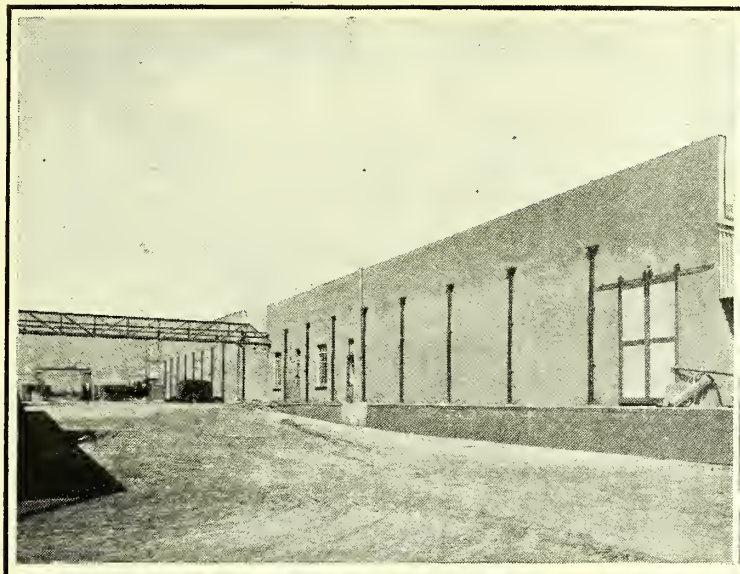
A Hundred Years Ago

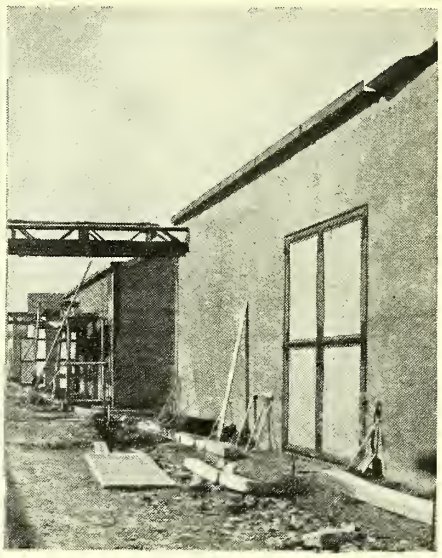
At this point we must quote from an interview given by Mr. Baker, about the time of his retirement, to a *C. & D.* representative. Interviews were then more of a novelty than they are now, but even after allowing for this fact, the subject-matter of Mr. Baker's reminiscences is of remarkable interest. It appeared that he was apprenticed to his father in 1829, when George IV was reigning, and managed a branch business between apprenticeship and partnership. There were not so many competitors in chemical manufacture then, he said, but they fought much more bitterly among themselves than their successors. Looking back on his sixty-eight years of business life, Mr. Baker was struck by the continuity in manufacturing processes. "Certain parts of the processes have been improved, but in spite of all your advances in chemical knowledge, calomel, liquid ammonia, camphor, bismuth, ether . . . were manufactured in much the same way as they are now." He went on to speak of certain changes in the use made of well-known chemicals. Corrosive sublimate had been superseded by creosote as a preservative of wood. Camphor was for a long period supplied only in bell form; tablets came in as late as 1875. Messrs. May & Baker were the first firm to make them. Camphor was, continued Mr. Baker, an awkward substance to handle in two respects: first there was the danger of outbreaks of fire, and secondly the course of prices could never be estimated. He had bought crude camphor as low as £2 2s. per cwt. and as high as £11. Speaking of prices, liquid ammonia (0.880) used to sell at 3s. 6d. per lb. Prices generally were much higher than in the late Victorian period, and quality was much worse. "No retail druggist of my young days would have thought of testing the quality of chemicals and drugs supplied to him by his wholesale house." Wages, as is well known, were low, the skilled workman receiving from 18s. to 24s. a week, and the hours being from 6 a.m. to 6 p.m. every day except Sunday. Besides this, the calibre of the men had immensely improved during his sixty years' experience. When he first knew Battersea, Mr. Baker concluded, it was a village of about 4,000 inhabitants. The site of the old May & Baker works was once Lord Bolingbroke's garden—hence the name Garden Wharf; and during the early years of the partnership the firm grew the lucerne for feeding their horses.

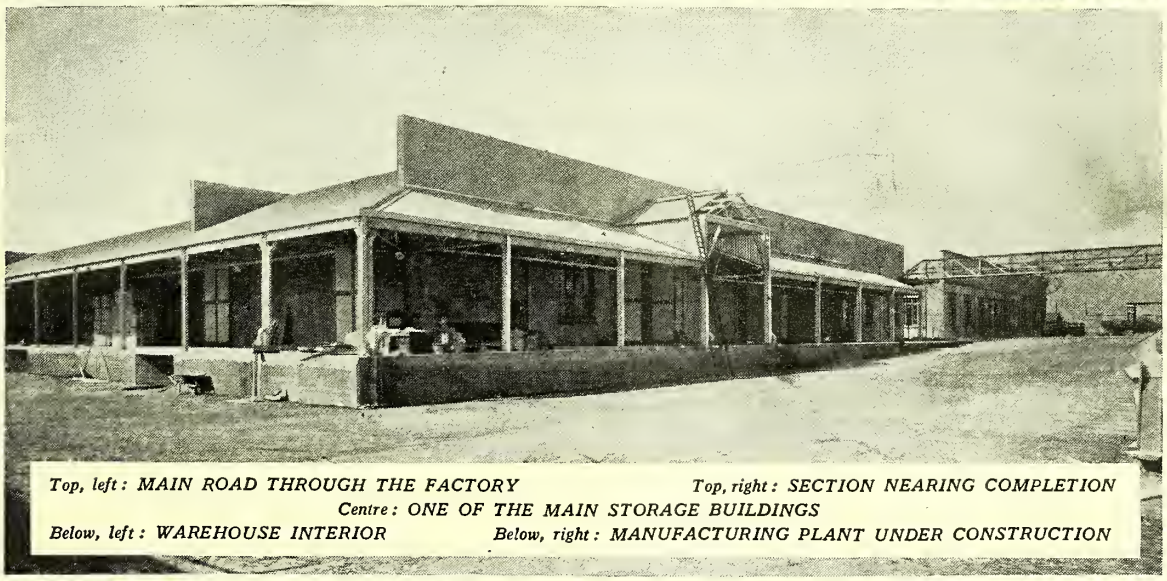
As we pointed out in a recent account of Messrs. May & Baker's developments, their manufacture of chemicals has grown to such an extent that two subsidiary companies, May & Baker (Canada), Ltd., and May & Baker (India), Ltd. (which, however, are separate entities), have been formed. These two companies act as agents for Messrs. May & Baker's products, and in the case of May & Baker (India), Ltd., the organisation is a replica in miniature of the organisation at the head office. Further, the time had then nearly come when the activities of the parent company would have to be transferred to a site where more ample space was available.

The Progress of the New Works

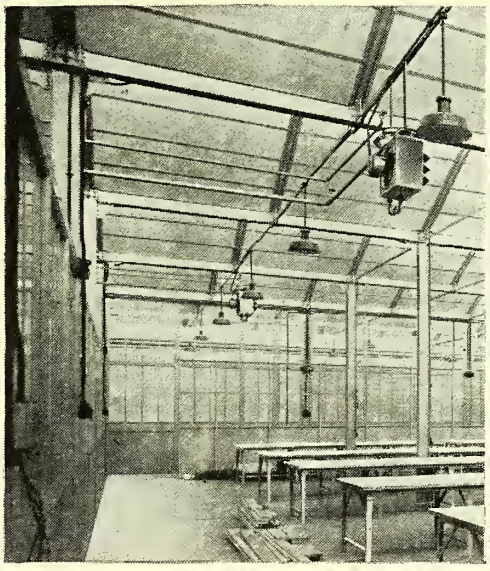
A recent visit to the partially constructed headquarters, conveniently situated near Dagenham station, gave us an idea of the progress of the new works and offices and of their impressive extent. Already seven and a half acres have been built on, and this is by no means the whole of the area owned by Messrs. May & Baker. It was possible, with the help of a courteous guide, to identify the main offices, the principal loading wharf, the ether house and other structural features, and to form some conception of the convenience in working which will eventuate when the removal has been completed. The layout includes roads of adequate width, forming a welcome contrast to the cramped spacing of various nineteenth-century premises. The trade will no doubt hear further from Messrs. May & Baker when the heroic task of transfer from Battersea has been successfully accomplished, and they will receive the congratulations of their many friends. A selection of views of the works, now under construction, appears on the next page.

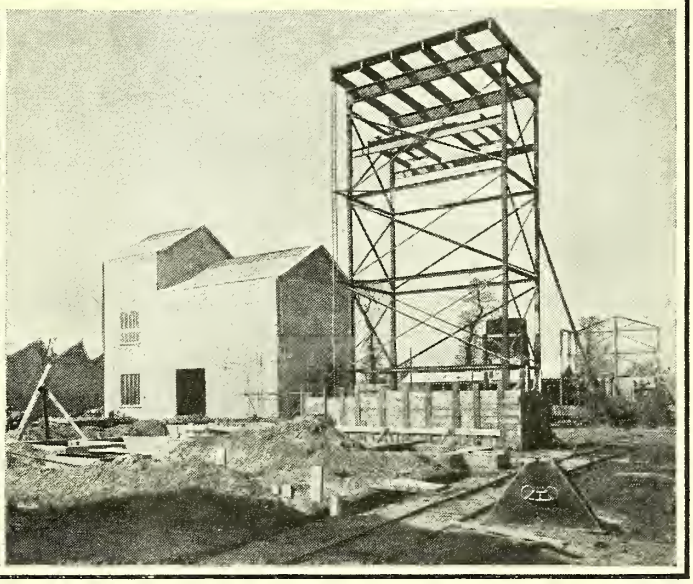






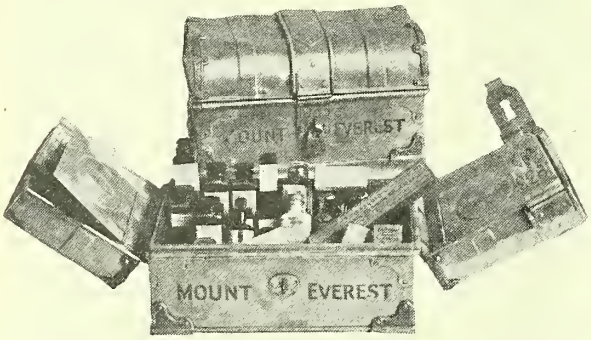
Top, left: MAIN ROAD THROUGH THE FACTORY *Top, right:* SECTION NEARING COMPLETION
Centre: ONE OF THE MAIN STORAGE BUILDINGS
Below, left: WAREHOUSE INTERIOR *Below, right:* MANUFACTURING PLANT UNDER CONSTRUCTION





Trade Notes

All the Mount Everest expeditions have relied on Tabloid medical equipments, and the two cases supplied for the use of the 1933 climbing party (shown in the accompanying illustration) have recently been returned to Burroughs Wellcome & Co., London, E.C.1, as his-



torical relics. The medical officer in his report states:—"The equipment was packed in two Tabloid aluminium medicine chests fitted with featherweight unbreakable containers, reserves being packed in three-ply wood boxes. The equipment and the containers were extremely satisfactory."

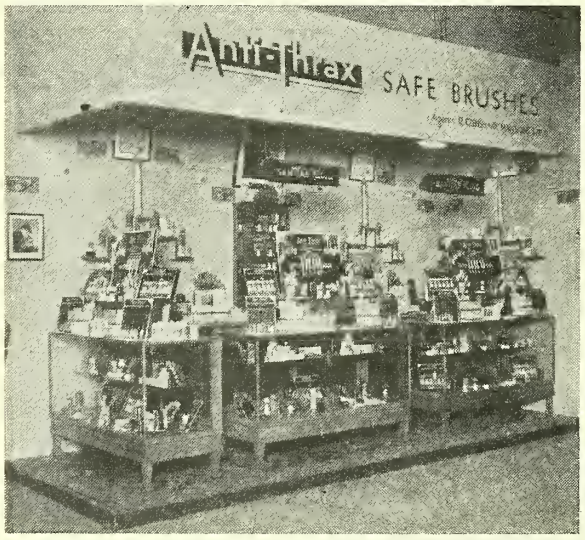
Price reduction.—Charles Midgley, Ltd., 325 City Road, Manchester, have reduced the price of their Crystal bath soap.

Robb's biscuits.—Alex Robb & Co., Ltd., Atkins Road, London, S.W.12, announce reduced prices and the introduction of a new size of Robb's nursery biscuits.

Dinneford & Co., Ltd., 12 Clipstone Street, London, W.1, elsewhere in this issue show how Dinneford's fluid magnesia can be purchased on "best quantity discount terms."

Gelatin.—Splett & Co., 17 Philpot Lane, London, E.C.3, supply a high-quality gelatin at competitive prices. Further particulars are given in the firm's advertisement in this issue.

Anti-thrax brushes.—The illustration below is reproduced from a photograph of the stand of Mr. E. Hack,



69 Farringdon Road, London, E.C.1, at the Ideal Home Exhibition now being held at Olympia, London, W.

Boots, Ltd., Station Street, Nottingham, are issuing two informative medical booklets entitled respectively "Medicinal Glucose (anhydrous)" and "Gonococcus Vaccines."

The modern note.—Charles Zimmermann & Co., Ltd., 9 St. Mary-at-Hill, London, E.C.3, draw the attention of those interested in the production of the modern note in perfumery products to their series of bases which are particularly helpful for the creation of this type of odour. The company's Celosia, Ondee, Noctorine and Mellifolia are a harmonious union between synthesis and nature and are products of the most perfect blending.

Agfa viscose sponge.—Bayer Products, Ltd., Africa House, Kingsway, London, W.C.2, have sent us samples of Agfa viscose sponges, together with the attractive display screen illustrated herewith; chemists should note that this is not only a new line, but a new product. The sponge is available in three sizes, and can be used for a wide variety of purposes. Writing with regard to the

sponge, Messrs. Bayer Products state:—"A point we wish to emphasise is that it does not contain rubber, and is not in any way affected by grease, oils, etc., which, when taken up by the sponge, are easily removed by squeezing in warm water. . . . From April 9 onwards we are supplying these with small convenient display material for counter and window. We have also drawn up three small bonus orders."

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1934, p. 304.

(From "The Trade Marks Journal," April 4, 1934.)

"Adsorbotox"; for cattle medicine (2). By Pochin Sales Co., Ltd., 14 Highcross Street, St. Austell, Cornwall. 547,547.

"Lextron"; for preparations for treatment of anæmia (3). By E. Lilly & Co., 740 South Alabama Street, Indianapolis, U.S.A. 545,729.

"Hepabos"; for medicinal liver extracts (3). By Glandular Preparations, Ltd., 65 Macquarie Street, Sydney, Australia. 546,659.

"Pineray"; for a medicated pine-scented inhalant (3). By J. Sutton 363 Bury New Road, Manchester. 547,865.

"Ampho-Quintivaccin"; for vaccines (3). By A. D. Ronchèse, 7 Rue Foncet, Nice, France. 548,247.

"Admirah"; for medicinal chemicals (3). By Ellentee, Ltd., 158-162 Oxford Street, London, W.1. 548,703.

"Foldo"; for curative finger stalls (11). By Solport Bros., Ltd., 184-192 Goswell Road, London, E.C.1. 530,578. (Associated.)

Births

Notices for insertion in this column must be properly authenticated.

QUADLING.—At Southwood, Egmont Road, Sutton, Surrey, on April 6, Mildred, wife of Frederick Quadling, Ph.C. (Glaxo Laboratories), of a son.

VOELTER.—At the Derwin Nursing Home, on April 2, the wife of Paul John Voelter, chemist and druggist, Oulton, Leeds, of a daughter.

Marriages

BRAND—LEADBETTER.—At Green Hotel, Kinross, on April 4, Arthur G. F. Brand, chemist and druggist, to Mary (Maud) C. S. Leadbetter, chemist and druggist.

GILLIBRAND—DEARDEN.—At Bispham Congregational Church, Blackpool, on April 9, George E. Gillibrand, chemist and druggist, to Annie Dearden.

GRICE—MORRIS.—At the Parish Church, Nantwich, on April 4, Reginald, elder son of Mr. William C. Grice, chemist and druggist, Nantwich, to Gwendoline Morris.

GUNTER—PARKER.—At St. John's Church, Sparkhill, Birmingham, on April 2, by the Rev. G. Doyle Simmonds (vicar of St. Aidan's, Small Heath), William Charles Lloyd Gunter, M.P.S. (churchwarden, St. Aidan's), to May Beatrice Parker.

HINDLE—HAWORTH.—At Mount Pleasant Methodist Church, Oswaldtwistle, recently, Thomas Hindle, chemist and druggist, Blackpool, to Gladys Haworth.

SCOTT—KINGERLEY.—At St. John's Church, Mansfield, on March 24, William John Scott, chemist and druggist, to Marie Kingerley.

SHACKLETON—BURLEY.—At St. James's Church, West Derby, Liverpool, recently, William A. Shackleton, chemist and druggist, son of Mr. W. Shackleton, chemist and druggist, Eaton Road, to Ivy A. Burley.

WALNE—PROCTER.—At the Parish Church, Whitewell, Lancs, on April 4, John Walne, chemist and druggist, Ribchester, to Agnes Procter.

Silver Wedding

WADE—WARMAN.—At Willesden Parish Church, London, N.W., on April 12, 1909, Thomas Wade, M.P.S., to Lizzie Warman. Present address: 36 Cheyne Walk, Chelsea, S.W.3.

Deaths

BEALES.—At South Brent, on March 24, Mr. Walter William Beales, chemist and druggist, aged sixty-eight.

HARTLEY.—Recently, Mr. Thomas Hartley, chemist and druggist, 278 Westminster Road, Kirkdale, Liverpool. Mr. Hartley qualified in 1885.

JOHN.—On March 29, Edna, the much-loved daughter of Mr. J. J. John, dispensing chemist, 4 Stratford Road, Kensington, London, W.8, aged twenty-one. Interred at East Sheen Cemetery.

LOCKHART.—Recently, the wife of Mr. Leonard S. Lockhart, Yorkshire representative of Ilford, Ltd., Ilford, Essex, and daughter of the late Mr. Houghton (formerly in business in Glasgow as The Ivy Photo Co.).

MUSSON.—At Nottingham, on April 9, Mr. Cyril Vincent Musson, chemist and druggist, manager of the Dudley branch of Boots, Ltd. Mr. Musson qualified in 1913.

ORRY.—At 23 Edward Road, Gainsborough, on March 27, Mr. John George Orry, retired chemist and druggist, formerly in business at Tolworth, Surbiton, aged seventy-three.

STEVENS.—Recently, Mr. Charles William Davis Stevens, chemist and druggist, for thirty-six years in business at 38 Heath Street, Hampstead, London, N.W.3, aged seventy-eight. Mr. Stevens is survived by a widow and two sons.

TURNER.—At Pietermaritzburg, on March 15, Mr. Woodland Owen Turner, founder of Turner & Co., aged eighty-two. In 1899 Mr. Turner sold the business to his brother, Mr. Frank Turner, and retired to England ; but in 1919, on the death of his brother and the destruction of the pharmacy by fire, he returned to Pietermaritzburg. He took an active part in re-establishing the business with Mr. J. Marshall as partner.

VARLEY.—Recently, Mr. John William Varley, chemist and druggist, West Hartlepool, aged forty-nine. Mr. Varley took over in 1920 the business in Murray Street carried on by the late Mr. R. Leithead. He was a member of several masonic lodges, and was greatly esteemed by a wide circle. Mr. Varley leaves a widow and a son, who was a partner in the business.

VINES.—At Exmouth, on April 4, Mr. Sydney Howard Vines, D.Sc., F.R.S., Sherardian Professor of Botany in the University of Oxford, 1888-1919, aged eighty-four. Dr. Vines had an international reputation as a brilliant botanist and as the author of text-books and monographs on his subject. He collaborated with the late Dr. G. Claridge Druce in books on the Dillenian Herbarium and the Morisonian Herbarium.

WALKER.—At Wembley, on March 26, Mr. John Walker, chemist and druggist, 123 Judd Street, London, W.C.1, aged seventy-one.

WALLIS.—At Streatham, London, S.W., on March 30, Mr. Edwin Wallis, chemist and druggist, aged seventy-four.

WILSON.—On March 24, Mr. Thomas Wilson, chemist and druggist, 256 King Street, Hammersmith, London, W.6. Mr. Wilson qualified in 1905.

Personalities

MR. I. H. H. KEALL, B.Pharm., has passed the second M.B. examination of London University.

MR. T. WYNNE THOMAS, M.P.S., Aberdovey, was a successful candidate at the recent Towyn Urban District Council election.

MR. R. T. CHRISTOPHER, chemist and druggist, Bradford-on-Avon, has been elected a member of the local urban council.

MR. A. CHAPMAN (Ayrton, Saunders & Co., Ltd., Liverpool) has been elected vice-president of the Liverpool Philomathic Society.

MR. R. R. JONES, retired chemist and druggist, has been re-elected to the Amlwch Urban District Council, of which he is an ex-chairman. His nephew, Mr. Llew. W. Jones, M.P.S., secured a seat for the Town ward of the same council.

CERTIFICATES OF NATURALISATION have been granted to M. F. L. R. Monbiot, chemist and company director, 28 Kensington Mansions, Earl's Court, London ; E. Teplitzky, registered medical practitioner, 25 Muswell Hill Road, Muswell Hill, Middlesex.

THOS. CHRISTY & CO., LTD., Old Swan Lane, London, E.C.4, whose registration as a limited company was recorded in our issue of April 7 (p. 388), inform us that Mr. B. Richardson is the chairman, Mr. C. B. Christy (son of the late Mr. Gilbert Christy) the managing director, and Mr. H. Heathcote-Williams is Mrs. Christy's trustee.

Telegrams: "Atoleine Sedist, London."

Telephone: Bermondsey 1141

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Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

E/27. Airlite hair brushes
T/64. Bristol soap
W/26. Casleac for drains
R/11. Esterform tablets
W/26. Fluoresia for drains
A/10. Physolysin
B/10. Thermodyne

THE
CHEMIST AND DRUGGIST
VOL. CXX. APRIL 14, 1934 NO. 2827

The Pharmaceutical Society's Finance

THE close of the year 1933 ended the career of the Pharmaceutical Society as a voluntary body; and an examination of its final functioning, as illustrated in its financial statements printed on p. 429 of this issue, gives some idea of what the voluntary spirit can do. The total income is £67,390 (we omit shillings and pence in these figures), against £63,838 in 1932; but whereas the former year allowed £3,002 to be added to the accumulated fund, in 1933, out of an increase in income of £3,552, the amount added to reserve is only £758. Throughout the past year there has been shown the same capacity for living up to increasing income so characteristic of previous periods. The expenditure on the School of Pharmacy (or, as it is now known officially, the "College of the Pharmaceutical Society," which includes the Pharmacological Laboratories) still greatly exceeds the income. The new feature in this section is the diploma in biochemical analysis, which has cost £55 more than was received in fees. The house expenses are now better divided: the sum of £198 is charged to the Pharmacological Laboratories, but though fees in this department are up by £482, there is still too large a discrepancy between income and expenditure. Fees for the various qualifying examinations are £573 less, though registration fees have increased in total amount.

Publications Department

In the publications department the expenditure, less income, on the Journal is £1,868 more than in 1932, probably a result of the effort to commercialise this publication; however, the full story of this costly experiment is not yet available. There is under this heading a new item entitled "capital expenditure," amounting to £940, which must have a meaning; perhaps the president will explain it at the annual meeting. This item, with postage, brings the total cost of the Journal to £12,606. The Quarterly Journal, the Codex and "sundry publications and management" show an expenditure of £2,401 more than the corresponding income. The increase in the cost of the Codex must cause some uneasiness in the Council as to whether the forthcoming edition will be reduced in value as a revenue asset. The new Pocket Book is the one bright spot on the income side: it is necessary that it should be a quick producer of cash, as it will need further revision when the new Codex is published. No details are given of overhead costs in the publications department, and we search in vain for mention of the purchase of Martindale's "Extra Pharmacopœia." Nearly £100 more has been spent on books in the library, though the salaries are less. Expenditure in the "House" still steadily mounts up, and at a cost of £3,775 gives one the impression that economical administration is not much in favour.

Perplexing Items

Branch organisation has cost £120 less, a decrease probably accounted for by the Conference being held in London, whereas the previous year it was in Aberdeen, where many delegates from the Metropolitan area foregathered. Pensions are steadily increasing, which probably is what should be expected from the changes in *personnel* during the past year, but £1,387 is a high price to pay. We may well wonder what the stalwarts from Scotland in the old days who used to challenge this item would say to the constant rise in this expenditure. Another item occurs in the assets of the balance sheet: "Sundry debtors, £5,936." Whence all this arises, especially as it is £2,200 over the 1932 figure, is a matter for conjecture. Surely the item must be chiefly in the Journal figures. There has been no appropriation to the Building Fund, which stands at £36,955, a sum which shows too slow an increase after the trumpet-call of the purchase of the Brunswick Square site. The American Pharmaceutical Association set out about the same time to build in Washington, and in May the new building will be open; while we in England are still nibbling at "what is the best way" and have not yet begun to clear the site. It seems as if expenditure is casually incurred without a clear idea of producing better results: many items have little relation to the sound business method of securing value for money expended. For some years past there has been no adequate critic of the financial statement at the Society's annual meeting; it is clear there is need for the questioning spirit and a few explanatory replies from the chair.

Cleaning Up the Photographic Trade

ORGANISATION of the photographic trade in this country has been proceeding steadily for some years, but dealers are still beset by many knotty problems. One important matter at the present time concerns the coding of films, so that supplies obtained through irregular channels can be traced. Actually this question has been debated by the Joint Council of Manufacturers and Dealers and was turned down by the former, because, so it is said, of the difficulties in keeping records, particularly during rush periods. In view of the manner in which certain manufacturers in the drug trade have operated a coding system the reasons of the photographic manufacturers seem unconvincing; moreover we learn that one film manufacturer has within the last week or so changed his attitude towards the question and is now coding his products.

Sales of Cameras

With the cessation of gift schemes it is anticipated in many quarters that this season there will be a great increase in the sales of cameras. To an extent this forecast may prove correct, but if the possibilities are studied a little more closely some doubts arise as to whether a boom in the sales of apparatus is possible this year. On the one hand the numbers of gift cameras distributed were far in excess of what would normally have been sold; on the other, in recent years less efforts have been made by dealers

to sell apparatus. Yet it is on the acquiring of cameras by the public that the whole of the retail photographic business depends. A solution of the problem might be found in another way. Reverting to organisation, it will be recalled that when co-operation between manufacturers and dealers began in earnest a few years ago, one of the chief arguments in favour of "approved" dealers was that the man who stocked apparatus and treated his photographic business seriously should not in fairness be deprived of the sales of films by a person who is only interested in touching this quick-selling side of the trade. No "approved" dealer wishes to go back to the position of a few years ago, but it is not divulging any secret to state that it is quite possible to become an "approved" dealer without actually purchasing apparatus—the very state of affairs it was hoped to rectify. So far the manufacturers have apparently been unable to cope with this situation. We suggest that a way out of the difficulty would be to require every "approved" dealer to make a window display of apparatus during certain periods of the year, otherwise he would be removed from the "approved" list.

Display Material

Mention of window displays brings up another matter. Photographic material manufacturers are as a rule lavish with their supplies of display-aids, but in some cases it is evident they have not studied requirements from the retailer's point of view. This applies in particular to the sizes of showcards for window and counter display. Modern window design tends to reduce the display space available, so that showcards and similar material must be of appropriate size. In our experience the "filling of space" with showcards is a thing of the past, but the display-aids sent to us by the photographic manufacturers, if included in the average window of to-day, would leave little room for the goods. Some research on the size and type of material most suitable might prove profitable to more than one manufacturer.

Developing and Printing

Another problem which has caused photographic dealers many anxious moments relates to the prices for developing and printing. Happily at last there seems to be emerging some sort of order out of the chaos, as a plan has been jointly agreed by the Photographic Dealers' Association and the Wholesale Photo Finishers' Association for the regulation of this section of the trade (see p. 418). The popularity of miniature cameras has raised a certain amount of controversy as to whether 3¼ in. by 2¼ in. prints from such small negatives should be charged as enlargements or as contact prints. After due consideration the P.D.A. has settled that the price shall be 2d. per print, since not being an enlargement of a portion of the negative it is in a sense a big print; also, if the price were 4d. or 6d. cutting would inevitably ensue. Then there is the question as to how much should be charged for developing the four-exposure roll film. Most dealers would, we think, say sixpence, but unfortunately circumstances seem to be conspiring to make the charge of fourpence the maximum obtainable. The annual general meeting of the Photographic Dealers' Association will be held on May 2 at the Hotel Russell, London, W.C.1. As chemists comprise some 80 per cent. of the membership of the Association it is to be hoped that there will be a representative attendance to take part in the important discussions that will no doubt arise. Fortunately, photographic chemists have so far taken a keen interest in the affairs of the Association, a contrast to their apathy in some other directions, and it is hoped that such enthusiasm will show no signs of diminution.

Business Changes

Pollard & Ramage, chemists, Newport, Ryde, and Sandown, have recently acquired the business known as Sadler's Pharmacy, Cowes.

Mr. F. J. Plomley, chemist and druggist, who has carried on business in Fife Road, Kingston-on-Thames, for the past thirty-three years, has retired.

Mr. J. F. Thomas, chemist and druggist, has taken over the business formerly carried on by Armfield Bros., 264 Cheam Common Road, Worcester Park, Surrey.

On and after April 23, the address of the West End depôt of The Crookes' Laboratories (British Colloids, Ltd.) will be 88 Newman Street, London, W.1. Telephone (unchanged): Museum 3663.

The two sons of the late Mr. Charles Harrison, M.P.S., founder of Charles Harrison & Sons, Ltd., 26 Chapel Street, Salford, have acquired the goodwill of the company and are trading as Charles Harrison & Sons at 54 Egerton Road, Fallowfield, Manchester, 14.

Mr. Horatio C. Goodall, chemist and druggist, has retired from the business of Dolbear & Goodall, chemists, 108 High Street, Oxford. Mr. Goodall was partner with the late Mr. John Dolbear, Ph.C., for thirty years and during the past two years with Mr. Arthur M. Hickman, chemist and druggist. The business is being carried on under the style of Dolbear & Goodall by Mr. Hickman.

Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc. occur.

Tuesday, April 17

South-Eastern (London) Associations. Meeting under auspices of N.P.U. Branch.

Wednesday, April 18

Guild of Public Pharmacists, 17 Bloomsbury Square, London, W.C.1, at 7.30 p.m. Annual meeting. Presidential address by Mr. H. Davis, B.Sc., A.I.C.

Pharmaceutical Society of Great Britain, Exeter and District Branch, Imperial Hotel, Exeter, 7.30 p.m. to 1 a.m. Dinner and dance. Tickets 6s. 6d. each.

Pharmaceutical Society of Great Britain, Nottingham and District Branch. Whist and bridge drive.

Thursday, April 19

Chemical Society, Royal Institution, Albemarle Street, London, W.1. The Rt. Hon. Lord Rutherford of Nelson, O.M., on "The Periodic Law of Mendeléeff and its Interpretation."

Combined Metropolitan Branches, Criterion Restaurant, Piccadilly Circus, London, W., 8 p.m. to 2 a.m. Annual supper-dance. Tickets 7s. 6d. each.

Pharmaceutical Society of Great Britain, Newcastle and Northumberland Branch, Crown Hotel, at 8 p.m. Annual meeting.

Salford Pharmaceutical Association, 40 The Crescent. Annual meeting.

British Pharmaceutical Conference

We have received the following details of the arrangements made for the Leeds meeting of the British Pharmaceutical Conference to be held on July 16-20. A list of the Local Executive and Committee was printed in our issue of April 7 (p. 393).

Monday, July 16

2.0 p.m. Inquiry bureau opened at the Victory Hotel, Briggate. Visitors should call there for books of tickets, etc., as soon as possible after arrival.

8.0 p.m. Civic reception, by the Lord Mayor, in the Civic Hall.

10.0 p.m. to 1.0 a.m. Dance at the Victory Hotel. Refreshments.

Tuesday, July 17

10.0 a.m. Opening session in the Great Hall, the University. Welcome by the Vice-Chancellor, Sir James Baillie, LL.D., D.Phil. Address by the Chairman, Mr. C. H. Hampshire, M.B., B.Sc., B.Sc., F.I.C., Ph.C.

11.30 a.m. Science session in the Great Hall. Ladies free to visit Leeds shops.

1.0 p.m. Luncheon at the Victory Hotel.

2.0 p.m. Ladies' excursion to Fountains Abbey. Tea at the Spa Hotel, Ripon.

2.15 p.m. Science session, Lecture Theatre "B," the University.

2.15 p.m. Delegates' meeting, Lecture Theatre "A," the University.

8.0 p.m. Reception by Sir James and Lady Baillie in the Great Hall, the University.

9.0-12 p.m. Dancing.

Wednesday, July 18

10.0 a.m. Science session, Chemistry Lecture Theatre "B," the University.

10.0 a.m. Delegates' meeting, Chemistry Lecture Theatre "A," the University.

10.0 a.m. Ladies' excursion leaves Central Road, behind the Victory Hotel, for Templenewsam, returning via Roundhay Park.

1.0 p.m. Luncheon at Victory Hotel as on Tuesday.

1.45 p.m. Science session, Medical School.

1.45 p.m. Ladies' excursion to York. Tea in York.

4.15 p.m. Visit to Medical School, including Pharmacy Department.

7.30 p.m. Banquet in the Town Hall.

Thursday, July 19

10.0 a.m. Closing session in the Great Hall of the University.

11.0 a.m. Leave University for excursion visiting Moors and Dales. Luncheon at Majestic Hotel, Harrogate. Official photograph will be taken here. Drive through Nidderdale crossing into Wharfedale to Bolton Abbey and Ilkley. Tea by invitation of the Bradford Branch at Wells House Hotel, Ilkley. Reception by Chairman, Ilkley U.D.C. Arrive Leeds, 6.30 p.m.

8.30 p.m. Ball and Cabaret at the Town Hall. Supper and running buffet.

Friday, July 20

Sports Day.—(*a*) There will be accommodation for 200 at the Test Match, Headingly, transport and luncheon basket provided. (*b*) Bowls and tennis also at Headingley. (*c*) Golf at Moortown, lunch and tea provided.

8.0 p.m. Smoking concert at Victory Hotel. An adequate running buffet provided.

General Notices

Hotels.—Visitors are requested to make their own arrangements with hotels as early as possible. Owing to the Test Match accommodation is being rapidly taken up at all hotels. A list was given in our issue of April 7 (p. 393).

Reduced Railway Fares.—Arrangements have been made with the railway clearing house whereby visitors from Ireland may travel at reduced rates. The necessary voucher will be sent to each applicant for Conference tickets from Ireland. It is assumed that other visitors will take advantage of "Summer Tickets."

Ladies' Excursions.—Tickets for the ladies' excursions will be issued to ladies only.

Conference Tickets.—The following tickets will be issued:—

(*a*) Book of tickets for all events excluding Sports Day, £2 12s. 6d.

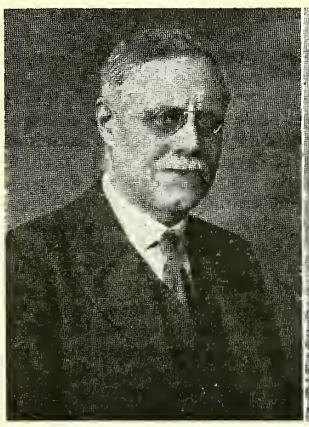
(*b*) Sports Day:—

No. 1.—Transport, membership of Moortown Golf Club, lunch and tea, 12s. 6d.

No. 2.—Transport, entrance to Test Match, with luncheon basket, 12s. 6d. Also bowls and tennis during the morning.

(*c*) Day tickets, available only to members of Conference and their families, for the events of any one day, £1 1s. per diem. Day tickets can be granted only if accommodation is available.

Very early application will be appreciated by the Leeds Committee. Cheques should be made payable to:—N. H. Burns, Hon. Treasurer, Leeds Conference Committee, and sent with applications to:—The Joint Hon. Secretaries, Leeds Conference Committee, 6 Sovereign Street, Leeds, 1.



Mr. J. H. Gough, Ph.C.

Mr. P. Dobson, Ph.C.

Mr. G. C. Crummack, Ph.C.

Mr. J. F. Simon, Ph.C.

Photos] [*Bacons'*

Pharmaceutical Society of Great Britain

Edinburgh Evening Meeting

(*Concluded from the C. & D., April 7, p. 401.*)

The Preparation of Intravenous Diuretic Solution for the Treatment of the Toxæmia of Pregnancy

By J. A. Robertson, M.P.S.

[Abstract]

Requests from pharmacists in various parts of the country have induced me to put on record the method now adopted for the preparation of the intravenous diuretic solution now in daily use in the Royal Maternity and Women's Hospital, Glasgow. In October 1932 Dr. S. Cameron advocated the routine use of an alkaline diuretic, for oral administration, containing calcium sodium lactate. The medicament was prepared in tablet form and contained: Sodium bicarbonate, 20 gr.; potassium citrate, 40 gr.; calcium sodium lactate, 7.5 gr. These were given as routine treatment at the ante-natal clinics, and remarkable reduction in the number of cases of eclampsia was noted. In cases of severe albuminuria a quicker form of treatment was required, and a similar formula was adopted for intravenous injection. Clinically these injections gave remarkable results. General objection was raised, however, to the inclusion of the potassium salt, on the ground that it was a cardiac poison (though this was questioned), and to the presence of citrate, on the ground of its action on the blood calcium. To make it isotonic, the injection also required considerable dilution, thus making the volume very large for intravenous administration.

A modification was suggested by Dr. Todd, of the Royal Technical College, Glasgow, and myself, containing sodium acetate instead of potassium citrate, the modified formula being: Sodium acetate, 1.2 gm.; sodium bicarbonate, 1.3 gm.; calcium sodium lactate, 0.5 gm.; distilled water, 180.0 mils. This modification was accepted by Dr. Cameron. In the preparation of the solution the initial difficulty was the instability of the calcium bicarbonate present in the finished solution. Apart from the difficulty of sterilising the solution by heat, the temperature to which the solution is raised prior to injection is sufficient to cause precipitation of calcium carbonate. The most successful method for preparation and the one now adopted is to prepare the injection in two solutions. In preparing the solutions it is necessary to make them as nearly isotonic with the blood as possible. The final volumes of the solutions to give isotonicity were calculated and the results checked by the blood corpuscle method. The injection is prepared as follows:—

Solution A

Sodium acetate	1.2 gm.
Calcium sodium lactate	0.5 gm.
Distilled water to	80.0 mil.

Solution B

Sodium bicarbonate	1.3 gm.
Distilled water to	100.0 mil.

Solution A is sterilised by autoclaving. Solution B is prepared by aseptic methods.

Solution A is injected first and is followed by an injection of normal saline. Solution B is then injected.

Discussion

The Chairman said in this note they saw the pharmacist in his rightful position in assisting the physician in a very important part of his treatment.

Mr. Perrins said the method appeared to involve the injection of a considerable quantity, and he would also like to know whether the administration was accompanied by any pain.

Mr. Robertson said the saline solution was introduced as a buffer between the two solutions. As regards pain after injection the only symptom was a feeling of warmness beginning locally.

On the motion of the Chairman a hearty vote of thanks was awarded to the authors of papers.

The New Surgical Spirit

Mr. Rutherford Hill drew attention to the notice issued by the Commissioners of Customs and Excise as to the revised standard formulas for surgical spirit. Diethyl phthalate had been added as one of the ingredients in order to enhance its essential quality of nauseousness, whilst not interfering with the uses of the surgical spirit for external medical purposes. The reason for having two standard formulas was stated to be merely to afford to interested persons the opportunity of choosing between or of using two forms of surgical spirit regarded as equally nauseous. He was indebted to Mr. H. W. Blair for samples for exhibition.

Branch Meetings

Bradford.—The annual meeting of the Bradford and District Branch took place on March 27, Mr. F. E. Burdett presiding. The annual report, presented by Mr. Norman Best (secretary), stated that the membership was 245, showing an increase of forty-eight during the year. The financial statement showed a credit balance of £21 14s. The report and accounts were adopted. Regrets were expressed that only fifty-six members had made voluntary subscriptions during the year, but it was pointed out that a large proportion were in outside areas and never got to meetings, and that the voluntary subscriptions were, in fact, nearly double those of the previous year. The president presented prizes awarded by the Branch to the following most successful students of the pharmacy course at the Bradford Technical College:—Misses Birkett and Wilkinson, and Messrs. Gledstone and Pighills. The following were elected to office for the coming year:—*Chairman,* Mr. W. Fysh; *Vice-Chairmen,* Messrs. F. C. Wilson and Eric Robinson; *Secretary and Treasurer,* Mr. Norman Best; *Council,* Messrs. A. Smith, J. B. Holland, F. E. Burdett, and S. J. Kirby. A proposition was moved that in the hope of securing more voluntary subscribers the fee be reduced to 2s. 6d., but the meeting resolved to retain the 5s. voluntary subscription and devote 1s. per head of the total to the Pharmaceutical Society's Benevolent Fund.

Glasgow.—A well-attended meeting of the Glasgow and South-Western Scottish Branch was held on March 28, Mr. Martin Meldrum (vice-chairman) presiding. A lecture entitled *The Use of the Quartz Mercury Vapour Lamp in Pharmacy* was delivered by Messrs. Gordon Rattray and George R. Milne. The lecture was of a comprehensive nature. The first part dealt with general considerations of the forms of radiant energy, the relationships of the various wave bands and the underlying features of the phenomena of colour and of luminescence. The lecturers showed clearly the distinctions betwen fluorescence and phosphorescence. The chief sources of excitation were then described and various types of lamps were compared. After a critical description of the general technique employed in fluorescence tests the lecturers then showed the great possibilities of the method in analysis, by giving typical examples of its application to many branches of science, art and industry. The second part of the lecture dealt with applications to pharmaceutics and allied sciences. Among the many subjects treated in the lecture was a lucid account of the early work relating to the frequency, cure and prevention of rickets, the effect of ultra-violet light and of vitamin D. A practical demonstration, with explanatory notes, was given by Mr. Milne. A short discussion followed in which Messrs. Mollison, Sinclair, McKenzie, Lawson and Taylor took part. The thanks of the meeting were expressed by Mr. Guthrie.

Financial Statements

General Fund Accounts

Expenditure (two years compared)

	1932 £ s. d.	1933 £ s. d.
College of the Society :—		
School of Pharmacy :—		
Professors, Lecturers, Demonstrators, etc.	4,749 18 6	4,304 17 4
Laboratory Maintenance, etc.	840 0 9	1,000 0 11
Course for Diploma in Biochemical Analysis	0 0 0	790 6 8
Proportion of House Expenses	873 10 7	993 8 9
Capital Expenditure ...	641 0 6	359 12 11
Pharmacological Laboratories :—		
Salaries	4,108 17 9	4,698 18 11
Laboratory Maintenance ...	904 12 4	919 3 4
Proportion of House Expenses	0 0 0	198 13 9
Capital Expenditure ...	5 1 11	28 17 1
[*Totals* :—1932, £12,123 2s. 4d.; 1933, £13,293 19s. 8d.]		
Law and Registration :—		
Law Costs	3,754 7 5	3,234 19 2
Examinations :—		
Fees to Examiners and Travelling Expenses—		
England and Wales ...	5,779 17 9	5,757 3 10
Scotland	2,121 10 8	2,171 17 10
Refreshments—		
England and Wales ...	227 13 9	214 6 7
Scotland	97 11 6	74 19 6
Apparatus, Drugs, Chemicals, Printing and Sundries—		
England and Wales ...	1,566 16 7	1,822 15 11
Scotland	429 0 4	427 6 1
Certificates of Death	26 1 6	27 11 0
Register of Chemists and Druggists	383 5 2	366 13 2
Capital Expenditure	0 0 0	400 0 0
[*Totals* :—1932, £14,386 4s. 8d.; 1933, £14,497 12s. 3d.]		
Education :—		
Vacation Course	33 10 11	40 9 11
Lectures on the B.P.	4 10 0	1 18 6
Cost of Conducting Prize and Scholarship Examinations ...	162 14 9	301 3 1
Inspection of Schools, etc. ...	122 2 5	61 16 10
Evening Meetings	39 19 9	50 7 1
Syllabus Committee	0 0 0	12 5 2
[*Totals* :—1932, £362 17s. 10d.; 1933, £468 0s. 7d.]		
Publications Department :—		
Pharmaceutical Journal :—		
Expenditure less Income ...	5,928 5 7	7,796 16 7
Postage	3,578 11 0	3,869 8 1
Capital Expenditure ...	0 0 0	940 10 9
British Pharmaceutical Codex...	1,597 12 10	1,877 8 3
Pharmaceutical Pocket Book ...	42 7 6	762 15 3
Quarterly Journal	1,613 8 9	1,407 4 6
Calendar	142 10 9	250 9 8
Forensic Pharmacy	69 0 9	165 5 9
Sundry Publications and Management	308 6 4	885 6 0
[*Totals* :—1932, £13,280 3s. 6d.; 1933, £17,955 4s. 10d.]		
North British Branch :—		
Resident Secretary and Clerks' Salaries	1,288 17 6	1,303 17 6
Taxes and Insurance	399 14 0	360 16 4
Members of Executive—		
Travelling Expenses, etc. ...	142 16 6	116 5 4
Fuel, Light, Water, Cleaning, Service, etc.	1,079 16 3	764 18 6
[*Totals* :—1932, £2,911 4s. 3d.; 1933, £2,545 17s. 8d.]		
Head Office Expenses :—		
Museum—		
Curator, Assistant, Expenses for Bottles, etc.	324 4 5	322 1 5
Library—		
Salaries	334 19 2	268 15 0
Purchase and Binding of Books, etc.	329 4 9	414 1 8
House—		
House Servants' Wages ...	850 7 4	847 6 6
Rent, Rates, Taxes, and Insurance, including Premium on Lease Redemption Policies	1,759 7 7	1,396 14 7
Repairs, Electric Service and Fittings	116 11 0	754 13 10
Gas, Electric Light, Water, Coal, and Cleaning Material	767 17 3	776 6 4
Head Office Expenses (cont.) :—		
Branch Organisation Fund ...	3,300 0 0	3,000 0 0
British Pharmaceutical Conference	150 1 11	330 11 10
General—		
Salaries of Secretary and Clerical Staff	5,121 15 2	4,875 6 0
Stationery, Printing and Office Expenses	1,332 2 0	1,538 0 11
Postage	446 13 3	432 9 11
Telephone	86 11 2	111 1 4
Fee to Chartered Accountants	125 0 0	125 0 0
Members of Council Travelling Expenses, etc.	1,250 5 3	1,162 7 0
[*Totals* :—1932, £16,295 0s. 3d.; 1933, £16,354 16s. 4d.]		
British Social Hygiene Council ...	0 0 0	2 1 0
League of Ex-Service Pharmacists	12 14 1	4 9 1
Pensions	1,248 0 0	1,387 16 8
Fédération Internationale Pharmaceutique	43 9 6	50 15 4
Congress of Military Medicine ...	0 0 0	37 0 0
Secretary's Expenses, Toronto Conference	156 4 8	0 0 0
British Standards Institution ...	5 5 0	5 5 0
Dixon Memorial Fund	0 0 0	21 0 0
Sundries	10 19 3	8 4 5
Balance to Accumulated Fund ...	3,002 14 9	758 7 9
	£63,838 0 1	£67,390 10 7

Income (two years compared)

	1932 £ s. d.	1933 £ s. d.
College of the Society :—		
School Fees	2,758 15 8	2,680 14 5
Course for Diploma in Biochemical Analysis	0 0 0	735 0 0
Pharmacological Laboratories (Fees)	2,671 11 8	3,153 3 6
London University Grant ...	500 0 0	687 10 0
Examination Fees	28,890 15 0	28,317 9 0
Registration Fees :—		
Apprentices or Students ...	2,961 0 0	3,498 12 0
Chemists and Druggists ...	29 8 0	102 18 0
Restoration Fees	9 9 0	14 14 0
Certificates of Qualification, etc....	6 6 0	7 7 0
Register of Chemists and Druggists	113 8 4	124 15 10
[*Totals* :—1932, £32,010 16s. 4d.; 1933, £32,065 15s. 10d.]		
Vacation Course	53 11 0	20 9 6
Lectures on the B.P.	1 0 0	11 5 0
Publications Department :—		
British Pharmaceutical Codex...	734 11 6	722 2 0
Pharmaceutical Pocket Book ...	240 3 6	1,216 14 3
Quarterly Journal	588 3 9	597 6 10
Calendar	2 15 2	285 19 5
Forensic Pharmacy	83 16 2	187 19 8
Sundry Publications	314 18 5	448 19 10
[*Totals* :—1932, £1,964 8s. 6d.; 1933, £3,459 2s.]		
Subscriptions :—		
Members	22,681 6 3	23,267 4 3
Student-Associates	418 8 6	394 16 0
Life Compositions	183 15 0	262 10 0
[*Totals* :—1932, £23,283 9s. 9d.; 1933, £23,924 10s. 3d.]		
Interest on Investments :—		
Dividend on 4% Funding Stock	12 8 4	12 8 4
Interest on Deposit at Bank ...	34 16 7	23 9 8
	£47 4 11	£35 18 0
Less Income Tax on Deposit Interest	40 8 0	8 15 0
	£6 16 11	£27 3 0
Net Rents :—		
6 and 7 Paddington Green ...	409 1 3	412 10 0
15 Bloomsbury Square ...	237 0 0	270 0 0
Brunswick Square Estate ...	1,463 19 3	1,583 10 6
	£2,116 17 5	£2,293 3 6
Less Superannuation	1,522 10 3	1,640 3 5
	£594 7 2	£653 0 1
	£63,838 0 1	£67,390 10 7

The balance sheet of the General Fund and the accounts of the Building Fund, Branch Organisation Fund, Benevolent Fund, War Auxiliary Benevolent Fund, Supplementary Benevolent Fund, Orphan Fund, Waterall Legacy, and Scholarships and Prize Funds are also given.

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, April 12

MOST of the markets have experienced a better inquiry during the past week and business has broadened out fairly satisfactorily. The general tone is steady. In the pharmaceutical chemicals market there has been quite a nice trade passing and all recent price changes are maintained. As anticipated last week, METHYL SULPHONAL and SULPHONAL have been put on a sterling basis, but the new prices are well over some spot offers and a revision of Continental prices may be necessary before they operate here. ATROPINE, pure and sulphate, are quoted at higher prices. Inquiry for crude drugs has been better and has covered a wider field. A feature of this market, which should be noted by consumers, is that, in quite a number of cases, shipment prices will work out dearer than current spot offers. AGAR is a point dearer for shipment. New crop BUCHU is not receiving much attention because remaining spot stocks of last season's leaves are available at cheap prices. Norwegian COD-LIVER OIL is fully steady for shipment with producers inclined to take up a strong attitude. We understand that bids at keen prices have been refused. GUM ACACIA is a point easier, following the recent improvement. Matto Grosso IPECACUANHA is fully steady on spot. MENTHOL is slightly dearer from re-sellers with Japanese shippers tending to harden their prices. Tinnevelly and Alexandrian SENNA is about steady, but in slow demand. TRAGACANTH has been in good inquiry ; prices are firmly held with stocks remaining at a low level. In the WAX markets CARNAUBA continues firm at good prices and business has been better. There has also been more inquiry for BEES' with prices still moving up on a firm market. Conditions in the essential oils markets are not satisfactory so far as values are concerned, which remain at a low level in most instances. Business has improved but competition on spot is keen. French Colonial ORANGE shows a further sharp advance for shipment. Japanese PEPPERMINT is dull but about steady. LEMONGRASS for shipment is quoted at cheaper figures. More business in industrial chemicals is reported and values are keeping steady.

Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	April 12	Value of the £
Amsterdam ...	Fl. to £	12·107	7·63	12/7
Berlin	Mks. to £	20·43	13·07	12/9½
Brussels ...	Belgas to £	35	22·05	12/7
Copenhagen ...	Kr. to £	18·259	22·39½	24/8
Lisbon	Esc. to £	110	109½	19/11
Madrid... ...	Ptas. to £	25·22½	37 9/16	20/7
Milan	Lire to £	92·46	60¼	13/–
Montreal ...	Dol. to £	4·86⅔	5·14¾	21/1¾
New York ...	Dol. to £	nominal	5·16½	21/2¼
Oslo	Kr. to £	18·159	19·90½	21/11
Paris	Fr. to £	124·21	78 7/32	12/7
Prague... ...	Kr. to £	164·25	124	14/0¾
Stockholm ...	Kr. to £	18·159	19·40	21/4¾
Warsaw ...	Zloty to £	43·38	27½	12/8½
Zurich	Fr. to £	25·2215	15·95	12/7¼

Bank rate 2 per cent.

Pharmaceutical Chemicals, etc.

BUSINESS has been moving on a better scale and the general tone is steady. Continental prices for sulphonal and methyl sulphonal have been put on a sterling basis, but there are cheaper sellers on spot. Atropine is quoted dearer.

AMIDOL.—A fair inquiry, market steady: 56 lb., 7s. 3d.; 28 lb., 7s. 6d.; 14 lb., 7s. 11d. per lb., in 7-lb. tins.

AMIDOPYRIN.—Dealers' spot sterling prices continue steady: crystals, five cwt., 18s. 9d.; two cwt., 19s. 1¾d.; less than two cwt., 19s. 5¾d. per lb., with powder 2½d. per lb. extra.

AMMONIUM BENZOATE.—Spot prices range from 3s. 4d. to 3s. 6d. per lb., as to quantity. Market is quiet.

AMMONIUM ICHTHOSULPHONATE.—Dealers' prices for imported material are maintained: one cwt., 1s. 7d. in 14-lb. tins ; 1s. 8d. in 1-lb. tins ; 1s. 11d. in 8-oz. tins, and 2s. 1d. per lb., in 4-oz tins.

ASPIRIN.—A fair business is being done in moderate quantities ; market is about steady: home trade, ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 28 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s.; 4 ib, 3s. 2d.; 1 lb., 3s. 4d. per lb. Bulk packing, free, net, carriage paid. Contracts: Over twelve months, minimum, one ton ; over six months, less than one ton.

ATROPINE.—Prices have been advanced as follows: pure, 35 oz., 12s. 1d.; 4 oz., 12s. 6d.; 1 oz., 12s. 11d. per oz. Sulphate, 35 oz., 9s. 5d.; 4 oz,, 9s. 10d.; 1 oz., 10s. 3d. per oz.

BARBITONE.—Dealers' prices are about steady, business limited. Spot, one cwt., 13s. 1½d.; 56 lb., 13s. 4d.; 14 lb., 13s. 6d.; small parcels, 14s. 3d. per lb.

BENZOIC ACID (B.P.) meets with average business: quantities, ex works, 1s. 9½d.; spot parcels, 1s. 10d. to 2s. 2d. per lb., ex store, as to quantity.

BISMUTH SALTS.—Makers' prices for these salts are very steady. Carbonate, one-cwt. lots, 7s. 8d. per lb.

BROMIDES.—A fair inquiry is being received ; makers' and dealers' quotations unchanged: ammonium, not less than five cwt., 1s. 9d.; one cwt., 1s. 10d.; 28 lb., 2s. 1d.; smaller quantities, 2s. 5d. per lb.; potassium B.P. crystals and granular, not less than five cwt., 1s. 6d.; one cwt., 1s. 7d.; 28 lb., 1s 10d.; smaller quantities, 2s. 2d. per lb.; sodium B.P., not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb,, 2s.; smaller quantities, 2s. 4d. per lb., without engagement. Special prices for larger quantities.

BUTYL CHLORAL HYDRATE.—Rather more inquiry, markets steady: spot, 14 lb., 8s.; 7 lb., 8s. 3d.; 1 lb., 8s. 6d. per lb., in 1-lb. bottles

CAFFEINE.—Dealers' prices for Continental material to come forward, as follows: 250 lb., 6s. 6½d.; 100 lb., 6s. 8½d.; 50 lb., 6s. 11d.; less than 50 lb., 7s. 1d. per lb. Citrate, 250 lb., 5s. 5d.; 100 lb., 5s. 5¾d.; 50 lb., 5s. 7d.; less than 50 lb., 5s. 8¼d. per lb. net, carriage paid on minimum 50 lb. lots. Packages from 5 lb. and upwards free.

CALCIUM LACTATE.—Market is keen for good-sized business: spot, one cwt., 1s. 0¾d.; 56 lb., 1s. 1½d.; 28 lb., 1s. 2½d.; smaller quantities, up to 1s. 6d. per lb.

CHLORAL HYDRATE.—Makers' prices are now quite steady: duty paid crystals, in 14 lb. free containers, five cwt., 3s. 1d.; one cwt., 3s. 2d.; 28 lb., 3s. 3d.; 14 lb., 3s. 4½d. per lb.; 28 lb. jars one penny per lb. extra.

CITRIC ACID (B.P. CRYSTALS).—British makers quote for home trade at 9¼d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers are offering Continental material at very keen prices.

CREAM OF TARTAR.—The market is steady as quoted by British makers at 82s. per cwt., less 2½ per cent. discount, nominal and without engagement.

CREOSOTE (B.P.).—Dealers are doing some spot business at steady prices. Quantities in 25-kilo. demijohns, 1s. 9d. to 1s. 10d.; smaller quantities, up to 2s. 2d. per lb.

FERRI QUININE CITRATE.—Makers' prices are as follows:—

Packing	100 oz. Per oz.	Less than 100 oz. Per oz.	Packing	100 oz. Per oz.	Less than 100 oz. Per oz.
100-oz. tins ...	10½d.	—	8- & 4-oz. bottles	11¼d.	11¾d.
25-oz. tins ...	10¾d.	11d.	1-oz. bottles ...	1/0½	1/1
16-oz. bottles...	11d.	11½d.	½-oz. bottles ...	1/3½	1/4

Special prices for larger quantities.

GUAIACOL CARBONATE.—Dealers are finding business on the small side. Spot, two cwt., 9s. 8d.; one cwt., 9s. 10d.; smaller parcels, up to 10s. 3d. per lb.

HEXAMINE.—Business is moving on a fair scale with competition keen. British, free running crystals, five cwt., 1s. 8½d.; two cwt., 1s. 9d.; one cwt., 1s. 9½d.; smaller parcels, up to 2s. per lb. Imported material is competing.

HYDROQUINONE.—Makers' scales of prices for one delivery and for contracts are steady. Inquiry is fairly satisfactory.

IODIDES.—Business in some salts is fair, with quoted prices about maintained at former rates.

LACTIC ACID (B.P.).—Moderate inquiry being received: quantities in carboys, 1s. 4½d. to 1s. 5d.; in winchesters and bottles, 1s. 6d. to 1s. 10d. per lb., as to quantity.

MERCURIALS.—Makers' scales of prices for these salts are very steady at former rates.

METHYL SALICYLATE (B.P.).—Makers' agreed prices are keeping steady, business fair: ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 7d.; small quantities in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Prices for this imported product have been put on a sterling basis for this market. Some spot offers would be at cheaper prices: two cwt., 19s. 11d.; one cwt., 20s. 8d.; 56 lb., 21s. 4¼d.; small parcels, 22s. per lb.

METOL.—Rather more inquiry, market steady: 56 lb., 9s. 6d.; 28 lb., 9s. 9d.; 7 lb., 10s. 9d. per lb. in 7-lb. tins, bottles extra. Wholesale distributors' prices for small quantities would be dearer.

PHENACETIN.—A limited amount of spot business is being done, with quoted prices about steady: crystals or powder, five cwt., 3s. 7½d.; two cwt., 3s. 9d.; 56 lb., 3s. 10½d.; smaller parcels, up to 4s. 3d. per lb.

PHENAZONE.—Importers' sterling prices are holding; isolated lots may be slightly cheaper: crystals, five cwt, 10s. 7¾d.; two cwt., 10s. 10d.; and less, 11s. 1d. per lb., with powder 2½d. per lb. extra.

PHENOLPHTHALEIN.—Market is now steadier, business fair at makers' prices: two cwt., 2s. 9d.; one cwt., 2s. 10d.; 28 lb., 3s.; 14 lb., 3s. 1d.; 7 lb., 3s. 2d.; smaller parcels, up to 3s. 6d. per lb.

PHENYL ETHYL BARBITURIC.—Dealers are offering small spot parcels at about 28s. to 29s. per lb.

POTASSIUM PERMANGANATE (B.P.).—Dealers are doing a steady spot business in small parcels: quantities in two cwt. drums, 9d.; druggists' parcels, 9½d. to 10½d. per lb., as to quantity.

POTASSIUM SULPHOGUAIACOLATE.—Market is rather quiet and irregular on spot. Quoted from 6s. 3d. to 6s. 6d. per lb., as to quantity.

PYROGALLIC ACID.—A very fair inquiry with prices steady: 56 lb., 7s. 9d.; 28 lb., 8s.; 14 lb., 8s. 6d.; 7 lb., 9s. 3d. per lb., in 7-lb. tins. Wholesale distributors' prices for small quantities would be dearer.

QUININE SALTS.—Sulphate, 2s.; bisulphate, 2s.; ethyl carbonate, 2s. 7½d.; salicylate, 2s. 8d.; phosphate, 3s. 1d.; hydrochloride, 2s. 6¼d.; bihydrochloride, 2s. 9½d.; hydrobromide, 2s. 6¼d.; bihydrobromide, 2s. 9½d.; valerianate, 3s. 5¼d.; hyposulphite, 3s. 8¾d.; alkaloid, 2s. 9¾d. per oz., carriage paid on bulk quantities.

RESORCIN.—Business is of small account. British crystals, one cwt., 4s. 11d.; 56 lb., 5s.; 28 lb., 5s. 1d.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; less than 7 lb., 6s. per lb. Foreign, 5s. 3d. to 5s. 6d. per lb.

SACCHARIN.—The Convention price for 550 is 37s. 6d. per lb., duty paid, with rebates for quantities.

SALICYLIC ACID (B.P.).—Market is quoted unchanged, but competition is noted and the market is not steady: five cwt., 1s. 7d.; one cwt., 1s. 7½d.; 28 lb., 1s. 8d.; 14 lb., 1s. 9d.; 7 lb., 1s. 11d.; 4 lb., 2s. 1d. per lb. Higher prices for smaller quantities.

SANTONIN.—Dealers are offering small parcels in spot in the region of £17 10s. per kilo.

SODIUM BENZOATE (B.P.).—Business is on a fair scale at keen prices: cwt. lots, 1s. 7d.; smaller parcels, up to 2s. per lb.

SODIUM DIETHYLBARBITURATE.—Spot prices are steady, average business passing: spot, one cwt., 13s.; 56 lb., 13s. 3d.; 28 lb., 13s. 6d.; 14 lb., 13s. 9d.; 7 lb., 14s.; smaller parcels, up to 15s. per lb.

SODIUM SALICYLATE (B.P.).—Quoted prices are barely maintained and the market is not steady; Continental material not competitive: home trade, powder or crystals, one ton, 1s. 8d.; five cwt., 1s. 8½d.; one cwt., 1s. 9d.; 28 lb., 2s.; 14s. lb., 2s. 2d.; 7 lb., 2s. 3d.; 1 lb., 2s. 6d. per lb., with smaller quantities at higher prices.

SULPHONAL.—Prices for this Continental product have been put on a sterling basis. Some spot offers would be at cheaper prices: crystals, two cwt., 16s. 0½d.; one cwt., 16s. 9d.; 56 lb., 17s. 1½d.; smaller parcels, up to 17s. 10d. per lb., with powder 2d. per lb. extra.

TARTARIC ACID (B.P. CRYSTALS).—British makers' quoted price is unchanged at 1s. 0½d. per lb., less 5 per cent. discount, nominal and without engagement.

Crude Drugs, etc.

ACONITE ROOT.—Japanese, 47s. 6d.; Napellus, 62s. 6d. per cwt., spot. Some small demand.

AGAR.—The shipment market is a point dearer; spot steady: spot, Kobe No. 1, 1s. 11d.; No. 2, 1s. 9d.; Yokohama No. 1, 1s. 9d. per lb.; shipment, Kobe No. 1, 1s. 8d.; No. 2, 1s. 6½d.; Yokohama No. 1, 1s. 5½d. per lb., c.i.f.

ANTIMONY.—Market is quoted at an advance. Chinese, crude, spot, £21; shipment, £18 10s., c.i.f. Chinese oxide, spot, £28 10s.; shipment, £26, c.i.f.

BELLADONNA.—Leaves in small parcels are now quoted at about 70s. per cwt., duty paid.

BUCHU.—Shipment offers of new crop good green rounds are at about 8¾d., and for the finest bold up to 9¼d. per lb., c.i.f. Spot stocks of last season are being offered on a rather lower comparative level.

CAMPHOR.—Market has remained dull: spot, slabs, 2s. 1d.; flowers, 2s. 1½d.; tablets, 2s. 5d. per lb.; shipment, slabs, 1s. 9¼d.; flowers, 1s. 9¾d.; tablets, 2s. 1d. per lb., c.i.f. English refined is quoted unchanged: flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz. and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ⅓ oz. and ¼ oz., 3s. 6d. per lb.; special prices for contracts for quantities.

CASCARA SAGRADA.—Dealers are offering small spot parcels of 1933 peel at about 36s. 3d. per cwt.

CHAMOMILES.—Dealers are now offering more spot goods. Good white, 280s.; fair white, 270s.; brownish, 240s. per cwt., duty paid.

CLOVES.—Business has been rather quiet, market steady. Zanzibar, spot, 5⅛d.; shipment, April-May, 4¾d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended April 7 were 232 and the deliveries 74, leaving a stock of 4,265. From January 1 to date, landings of Zanzibar have been 2,594 and the deliveries 851. Landings of Madagascar for the week ended April 7 were *nil*, and the deliveries 7, leaving a stock of 814. From January 1 to date landings of Madagascar have been 100 and the deliveries 268 packages.

COCONUT (DESICCATED).—At the slightly lower values quoted the market is steady. Spot, fine and medium, 13s. 9d.; shipment, halves, April-May, 13s. 3d. per cwt., c.i.f.

ERGOT.—A steady demand with prices well maintained. Spanish, 1s. 8d. and upwards. Portuguese, 1s. 7½d. per lb., duty paid.

COD-LIVER OIL.—Bergen reports fishing results to April 9 as follows:—99,000 tons of cod and 64,296 hectol. of oil, compared with 102,649 tons cod and 63,233 hectol. of oil at the same date in 1933, and 124,649 tons cod and 76,722 hectol. of oil in 1932. Shipments of medicinal quality oil to date 19,388 barrels, compared with 21,735 at the same date last year. Shipment market is fully steady, with finest Lofoten steam refined non-freezing medicinal oil at 94s. per barrel, c.i.f. Spot, in small lots, 137s. per barrel, ex store, duty paid. Newfoundland, finest, non-freezing medicinal oil 132s. 6d. per barrel, ex store. British oil, non-freezing, finest medicinal, steady at 120s. per barrel, c.i.f., London, duty free.

COLCHICUM.—Dealers are quoting root at 45s. per cwt., and seeds at 1s. 6d. per lb., for small parcels.

DIGITALIS LEAVES.—Supplies to come forward are quoted at 85s. per cwt., c.i.f.

GELATIN.—Dealers report average business, market steady: German, gold leaf, 2s. 4d.; silver leaf, 2s. 2d.; bronze leaf, 1s. 10d.; plain leaf, 1s. 8½d. per lb. French, gold leaf, 1s. 10s.; silver leaf, 1s. 8d.; bronze leaf, 1s. 6½d. per lb., in cwt. cases.

GENTIAN.—Small parcels of whole root are mentioned at about 47s. 6d. per cwt.

GINGER.—Prices have recovered and the market is fully steady. West African, spot, 21s.; for arrival, sellers, 19s. 6d. per cwt., c.i.f.

GUM ACACIA.—Market has been rather quiet and is a point easier: spot, Kordofan cleaned sorts, 33s.; bleached, 67s. 6d. to 72s. 6d. per cwt.; shipment, Kordofan cleaned sorts, 30s. 9d. per cwt., c.i.f.

HENNA.—Some Indian leaves on spot are available at about 42s. 6d. per cwt.

HONEY.—Market is steady at former rates for Jamaican, but business has been limited.

HYDRASTIS.—The shipment market is steadier. Spot, 4s. 10d.; shipment, 4s. 2d. per lb., c.i.f.

IPECACUANHA.—Spot holders are keeping their price for small lots of Matto Grosso steady at 4s. 6d. per lb. Some business reported.

LIQUORICE ROOT.—Some natural root is offering at about £13 10s. per ton, ex store.

MENTHOL.—There has been a steady inquiry for goods in bond, for which 8s. 4½d. is being asked. K/S brands, spot, 9s. 3d. and less for bulk lots ; shipment, April-June, 8s. 6d.; July-August, 8s. 9d. per lb., c.i.f., from re-sellers. Japanese shippers have advanced to 9s. 3d., c.i.f. On Thursday goods afloat were up to 8s. 6d. and spot up to 9s. 4½d. per lb.

MERCURY.—A very fair business is reported. Spanish-Italian, for shipment, 53 dollars, f.o.b. Continent. Spot, £10 10s. to £10 12s. 6d. per bottle, ex store.

OPIUM.—The shipment market under the official control is reported fully steady at 1s. 5½d., c.i.f. Spot is held at 1s. 7½d. per unit, landed and duty paid.

PEPPER.—Market has been steady but rather quiet. Lampong, spot, 5d.; shipment, March-May, 4 7/16d.; May-July, 4 9/16d.; August-October, 4⅝d., c.i.f. Tellicherry, spot, 5⅛d.; shipment, April-May, 46s. 6d., c.i.f. Aleppy, spot, 5d.; shipment, May-June, 45s., c.i.f. White Muntok, spot, 8d.; shipment, March-May, 7 3/16d.; May-July, 7⅜d.; August-October, 7 7/16d., c.i.f. July, delivery, 8½d. per lb.

PIMENTO.—Market is fully steady and business has been a little better. Spot, 3d.; shipment, April-May, 25s. 6d. per cwt., c.i.f.

QUILLAIA BARK.—Dealers quote whole bark at about £21 per ton, duty paid.

RUBBER.—Values for all positions show a further slight advance, market steady with good business being done. Standard ribbed smoked sheet, spot, 5 19/32d.; April, 5 19/32d.; May, 5⅜d.; June, 5 21/32d.; July-September 5 23/32d.; October-December, 5 13/16d.; January-March, 1935, 5 29/32d. per lb.

SAFFRON.—Dealers' prices are a point dearer: spot, prime B.P., 56s. 6d.; extra B.P., 55s.; super B.P., 52s. per lb., and slightly less for bulk quantities

SARSAPARILLA.—Occasional business, spot market steady: spot, native mixed colours, 1s. to 1s. 1d.; grey Jamaican, 1s. 7½d. to 1s. 9d. per lb., as to quantity.

SEEDS.—ANISE.—Spot, duty paid, Spanish, 62s. 6d.; Bulgarian, 42s. CORIANDER.—Quiet, Morocco, spot, has been sold at 21s., duty paid ; 19s. quoted in bond. Morocco reports that there is very little out there to be shipped. CARAWAY. —Market inclined to be easier. Dutch offered at 42s., duty paid. CUMIN.—No Morocco to be had. Malta firm at 70s., spot. FENUGREEK.—Morocco, 13s., spot, duty paid. Tunisian quoted at 15s. spot. MUSTARD.—English, 18s. to 30s., according to quality.

SENEGA.—There is still little interest in this product. Spot, 1s. 4d.; shipment, 1s. 3d. per lb., c.i.f.

SENNA.—The market continues quietly, steady with prices for good green Tinnevelly leaves maintained. Supplies on spot offer as follows:—Prime green No. 1 at 6d., No. 2 at 4d., No. 3 at 3¼d., with parcels of off-coloured leaves available at cheaper prices. A few lots of good quality hand-picked Alexandrian pods are available at 3s. to 3s. 6d. per lb., in bond. Manufacturing pods steady at 4d. per lb., in bond.

SHELLAC.—Values are level on the week, and the market is very steady. Spot, standard TN orange, 84s. to 89s.; fine orange, 95s. to 130s.; pure button, 100s. per cwt. For delivery, TN, May, 86s. 6d.; August, 88s. For arrival, TN, April-May, 77s. per cwt., c.i.f.

SQUILL.—Some good white in small parcels is available at 32s. 6d. per cwt.

STRAMONIUM LEAVES.—Dealers are asking up to 82s. 6d. per cwt., duty paid.

TRAGACANTH—London stocks still remain at a low level. March arrivals, 621 packages, delivered out of warehouse, 738 packages ; stocks remaining 5,613 packages. Landings for January-March 2,396 packages ; deliveries, 1,853 packages. The market continues fully steady with more interest shown, particularly in the better grades of whites and there is also a broader inquiry for the textile qualities. Whites, £15 to £28 per cwt., as to grade.

VALERIAN ROOT.—Belgian root is quoted on spot in the region of 55s. per cwt.

WAX (VARIOUS).—There has been a good deal more inquiry again this week and prices as quoted are steady. CARNAUBA, fatty grey, spot, 107s. 6d.; in bond, 96s.; shipment, April-May, resellers, 93s. 6d., c.i.f. Brazil quoting 96s., c.i.f. Primeira, spot, 165s.; in bond, 150s.; shipment, 148s., c.i.f. BEES', markets receiving good inquiry. Abyssinian, spot, 97s. 6d.; shipment, 87s., c.i.f. Dar-es-Salaam, spot, 97s. 6d.; shipment, 97s. per cwt., c.i.f. Benguella, nothing available on spot ; shipment, April-May, 86s., c.i.f. Conakry, spot, nominal with no supplies ; shipment, May-June, 87s. 6d. per cwt., c.i.f.

Essential Oils, etc.

BUSINESS has been on a better scale this week but a number of lines are still very quiet. Prices on spot tend to be under cost of replacement. French Guinea orange is again dearer for shipment. Japanese peppermint is steady but rather quiet.

ANISE (STAR).—Market is steady, business small: spot, " Red Ship," in leads, 1s. 10½d.; in tins, 1s. 8¾d.; in drums, 1s. 7½d.; shipment, in leads, 1s. 8½d.; in tins, 1s. 7d.; in drums, 1s. 6¼d. per lb., c.i.f.

BERGAMOT.—The shipment market tends to be easier with offers about 5s. 6d. to 5s. 9d. per lb., c.i.f., as to brand. Spot oil is quoted in the region of 6s. per lb. Business is small.

BOIS DE ROSE.—Ordinary small spot business is being done in the region of 4s. 11d. to 5s. per lb. for genuine Brazilian ; shipment is about 4s. 4½d. per lb., c.i.f.

CANANGA.—Dealers are quoting spot oil at about 7s. 6d. per lb.

CASSIA.—Continues very steady on spot at fully 3s. 10½d., with supplies restricted: shipment is holding at 3s. 2½d., c.i.f. It is reported that some goods afloat are offering in the region of 3s. 4d., c.i.f.

CEDARWOOD.—The tendency of values has been downwards. American, spot, 1s. 5d.; shipment, 1s. 2½d. per lb., c.i.f., in drums. African oil is offering at keenly competitive prices.

CINNAMON LEAF.—The spot price for Ceylon is about 2s. 10½d. to 3s. per lb., as to quantity.

CITRONELLA.—There seems to be little doing in this market. Java is about unchanged at 1s. 4½d., c.i.f. Ceylon is perhaps rather easier with shipment offers at about 1s. 2d. per lb., c.i.f.

CLOVE.—Madagascar is quoted on spot at about 3s. 4d. to 3s. 6d. per lb.; shipment, 2s. 3½d. per lb., c.i.f. British oil, B.P., is at 3s. 8d. to 3s. 10d. and some sources at lower prices.

EUCALYPTUS.—Australian is steady: 70 to 75 per cent., 11½d. to 1s. 0½d.; 80 to 85 per cent., 1s. to 1s. 1d. per lb., landed, as to quantity. Spanish, 70 to 75 per cent., 1s. 2d. per lb., landed and duty paid.

GERANIUM.—Inquiry for Bourbon for shipment is quiet, quoted at 21s. 6d. per lb., c.i.f. African is steady at 24s., c.i.f.

LEMON.—Sicilian hand-pressed is quoted for shipment at about 3s. 2d. to 3s. 3d., c.i.f., and from 3s. 6d. to 3s. 8d., spot. Occasional limited business passing. Californian meets with a limited demand. Spot, in large drums, 48 cents ; in small drums, 49 cents per lb.

LEMONGRASS.—The shipment market is easier with near positions about 3s. 8d., c.i.f., and rather cheaper for distant dates. No interest on spot with the price nominally 4s. per lb.

ORANGE.—A further sharp advance in shipment quotations for French Guinea is recorded, with the market fully steady at about 2s. 10d., c.i.f., for fair quantities. Small spot lots up to 3s. 6d., with profit-takers selling at less. Sicilian sweet, 5s. 2d. per lb., c.i.f.; bitter, 4s. 9d. per lb., spot. Californian, spot, one case, 61 cents ; two or more cases, 56 cents per lb., with small business passing.

PALMAROSA.—Business is restricted. Spot, 6s. 2d.; shipment, about 5s. 4½d. per lb., c.i.f.

PATCHOULI.—Small spot parcels of Singapore are mentioned at about 6s. 2d. per lb.; shipment, 5s. 8d. per lb., c.i.f.

PEPPERMINT.—Some Continental inquiry continues for Japanese afloat, for which about 3s. 1d. is asked. Spot, 3s. 2d.; shipment, April-June, 3s. 3d.; July-August, 3s. 4d. per lb., c.i.f., from re-sellers. Japanese shippers quoting 3s. 6d., c.i.f. Although in quiet demand the American natural oil is fully steady for shipment at 2 dollars 50 cents per lb., c.i.f., in drums.

PETITGRAIN.—Market is barely steady and remains dull. Spot, 3s. 10½d.; shipment, about 3s. 3d. per lb., c.i.f.

ROSEMARY.—Dealers' prices vary as to quality, with the finest Spanish at close up to 1s. 8d., c.i.f., and second grade in the region of 1s. 4½d. per lb., c.i.f.

SANDALWOOD.—British-made East Indian, 22s. 6d. to 25s. per lb., as to quantity. Genuine East Indian Mysore, 20s. per lb. English-made West Indian, cwt. lots, 6s. 9d.; 56 lb., 6s. 10½d.; 14 lb., 7s. per lb.

SASSAFRAS.—Dealers' prices for natural vary as to quality from 3s. 4d. to 5s. 6d. per lb., with artificial oil at cheaper prices.

SPEARMINT.—Market is dull and rather easy. Spot, 6s. to 6s. 2d.; shipment, about 5s. 4d. per lb., c.i.f.

SPIKE.—There are sellers of Spanish on spot from 4s. 6d. per lb. The best oil for shipment is firm and would cost fully 5s. per lb., landed.

Industrial Chemicals, etc.

THE demand for industrial chemicals is reported to have been rather better of late. Home makers dominate the domestic market in many products. Sal ammoniac is slightly cheaper and acetate of lead is again easier. Acetic acid, acetone and formaldehyde are fairly active but keen markets. ACETIC ACID.—A moderate business, with prices keeping fairly steady: 80 per cent., technical, £38 5s.; 80 per cent. pure, £39 5s. per ton, in barrels; glacial, pharmaceutical, 99 to 100 per cent., £57, in glass demijohns; glacial, in barrels, £48 per ton, carriage paid in U.K. ACETONE, B.G.S.—Market is keeping steady and business has been about average: £65 to £68 per ton, in drums, carriage paid in U.K. AMMONIUM CHLORIDE. —The demand is still rather dull: grey galvanizing, £18 per ton, in casks, ex store; slightly less for contracts. ARSENIC. —Competition is very keen and prices are at a low level, with not much business being done. Japanese is quoted very cheaply for bulk quantities. Australian is also offering at keen prices. Continental material is rather dearer. BLEACHING POWDER.—Home makers' prices for 35 to 37 per cent. chlorine, £8 12s. 6d. per ton, in softwood casks, carriage paid. Continental material at keen prices. BORAX.—Commercial, granulated, £15 10s.; crystals, £16 10s.; powdered, £17; extra fine powder, £18; B.P. crystals, £24 10s.; powdered, £25; extra fine, £26 per ton, packed in 1-cwt. bags, carriage paid in Great Britain; makers continue to quote unchanged rates. BORIC ACID.—Commercial, granulated, £26 10s.; powdered, £28 10s.; extra fine, £30 10s.; large flakes, £39; B.P. crystals, £35 10s.; powdered, £36 10s.; extra fine, £38 10s. per ton, 1-ton lots and upwards in free 1-cwt. bags; carriage paid in Great Britain; makers' prices continue unchanged. FORMALDEHYDE.—Rather more business reported, with keen prices for bulk quantities: 40 per cent., by volume, £26 to £26 12s. 6d. per ton, in casks, ex store; lower prices for big quantities. LEAD ACETATE.—The market is quoted cheaper, with not much inquiry about: brown, £30; white, £32 per ton, in casks, ex store, for quantities of not less than one ton. LITHOPONE.—A moderate business with prices rather keen: 30 per cent. Continental red seal, £17 15s. to £18 10s. per ton, ex store, as to quantity. OXALIC ACID.—Dealers quote ton lots in casks at £48 15s. per ton; small lots in kegs, 56s. to 59s. per cwt., ex store. POTASH CAUSTIC (88 TO 92 PER CENT. SOLID).—Dealers' quoted price for ton lots is about £36 10s., with smaller quantities up to £38 per ton, ex store. Market is a little better. POTASSIUM CARBONATE.—As quoted the market is steady, with supplies of 96 to 98 per cent. limited; 90 to 92 per cent., £27 5s. to £28 5s. per ton; 96 to 98 per cent., £31 to £31 10s. per ton, in casks, ex store; slightly lower prices for contracts. POTASSIUM CHLORATE.—Minimum quantities of one ton are offered at £36 10s.; small parcels, 4½d. to 5½d. per lb., as to quantity, ex store. POTASSIUM PERMANGANATE.—A moderate business with bulk quantities of commercial quality, in two-cwt. drums, 8½d. per lb., ex store. POTASSIUM PRUSSIATE.—Dealers' prices are about steady, business limited: yellow, £74 10s. to £77 per ton, as to quantity, delivered. RED LEAD.—Convention prices continue steady: English, 5/10 cwt., £26; 10 cwt./1 ton, £25 15s.; 1/2 tons, £25 10s.; 2/5 tons, £25; 5/20 tons, £24 10s.; 20/100 tons, £24; over 100 tons, £23 10s. per ton, less 2½ per cent., carriage paid; non-setting red lead, 10s. per ton dearer in each case; Continental material, £1 per ton cheaper. SAL AMMONIAC.—Dealers' prices are rather easier; business on a better scale; dog-teeth crystals, £34 15s.; medium, £31 10s.; fine white crystals, £16 10s. per ton, in casks, ex store; slightly less for contracts. SALTCAKE.—The quotation is steady at 63s. 6d. per ton, in minimum truck lots, carriage paid. SODA CAUSTIC.—Home makers' prices are maintained: 70 to 72 per cent., £13 12s. 6d.; 76 to 77 per cent., £14 per ton, carriage paid on contracts; spot, 10s. per ton extra. SODA CRYSTALS (CARBONATE).—Normal business, makers' price steady at £5 to £5 5s. per ton, in bags, delivered station. SODIUM ACETATE.—Rather more business, with prices in the region of £21 15s. per ton, in casks, ex store. SODIUM BICARBONATE.—British makers' price for home consumers is £10 10s. per ton, in bags, carriage paid. SODIUM CHLORATE.—Quoted at the better price of £32 5s. for ton lots; small parcels, from 4d. to 5d. per lb., as to quantity. SODIUM HYPOSULPHITE.—Makers' price for two-ton lots of photographic crystals is steady at £14 10s. per ton, delivered. Commercial quality crystals, in two-ton lots, £10 5s. per ton, delivered. Market fully steady with business good. SODIUM PRUSSIATE.—Dealers quote bulk quantities at 4¾d. per lb.; smaller parcels from 5½d. to 6d. per lb., ex store. WHITE LEAD.—English, less than 5 tons, £35 10s.; 5/15 tons, £30 10s.; 15/25 tons, £30; 25/50 tons, £29 10s.; 50/200 tons, £29 per ton, less 5 per cent., carriage paid; Continental, £1 per ton cheaper; ground in oil, English, 1/5 cwt., £45; 5/10 cwt., £43; 10 cwt./1 ton, £42 10s.; 1/2 tons, £41 10s.; 2/5 tons, £40; 5/15 tons, £37; 15/25 tons, £35 10s.; 25/50 tons, £35; 50/100 tons, £34 10s. per ton, less 5 per cent., carriage paid; Continental material, £2 per ton cheaper.

Commercial Notes

U.S.A. SPEARMINT OIL EXPORTS, 1933.—Exports during 1933 amounted to 26,000 lb., valued at $30,000, compared with 19,000 lb., valued at $25,000, in 1932.

CEYLON CINNAMON LEAF OIL EXPORTS.—Shipments during 1933 amounted to 175,625 lb., valued at $97,000, compared with 144,500 lb., valued at $103,000 during 1932.

INDO-CHINA ANISE OIL EXPORTS.—Exports for 1930 totalled 240 metric tons, valued at 4,803,000 francs; in 1931 182 metric tons, valued at 3,093,000 francs, and in 1932 82 metric tons, valued at 1,312,000 francs.

PERU IMPORTS OF PHARMACEUTICAL PRODUCTS.—All concessions previously given for the exclusive rights for the importation of pharmaceutical products into Peru have been cancelled. Merchants are now allowed to import such products direct from the foreign manufacturers.

NETHERLANDS CHEMICAL TRADE, 1933.—The total value of imports of all classes of chemicals, drugs and paints was 48,299,000 guilders, and exports of the same classes of goods amounted to 30,486,000 guilders. Out of the total import value of 2,321,000 guilders for toilet preparations, perfumes, tooth pastes and cosmetics, the United Kingdom supplied goods to the value of 456,000 guilders.

JAPANESE IMPORT CHEMICAL TRADE.—The value of imports of chemicals during 1933 was 108,653,000 yen, an increase of 25 per cent. on the value recorded for 1932. The following are some of the chief items with the values in yen for 1933 and 1932 respectively:—Liquorice, 671,740, 506,995; cinchona bark, 320,547, 277,029; tanning materials, 2,147,068, 1,377,266; tanning extracts, 2,881,146, 1,828,029; gum acacia, 432,158, 272,046; boric acid, 94,923, 311,536; tartaric acid, 309,358, 475,321; salicylic acid, 181,022, 123,675; acetyl-salicylic acid, 186,593, 499,340; carbolic acid, 244,539, 82,706; citric acid, 86,611, 106,775; caustic soda, crude, 1,994,008, 3,865,364; soda ash and natural soda, 3,269,748, 2,519,722; bicarbonate of soda, 16,929, 309,116; nitrate of soda, crude, 3,858,059, 2,049,282; borate of soda, 1,064,115, 1,020,476; cyanide of soda and potash, 287,633, 316,312; chloride of potash, crude, 5,009,091, 1,825,349; sulphate of potash, crude, 2,986,646, 2,110,939; chlorate of potash, 234,661, 379,847; bicarbonate of potash, 96,110, 53,346; chloride of ammonia, 276,078, 269,694; sulphate of ammonia, crude, 9,420,824, 7,035,354; carbonate of ammonia, 10,522, 98,323; methyl alcohol, 2,617,805, 2,244,042; glycerin, 639,072, 1,422,211; milk sugar, 198,792, 207,283; naphthaline, 625,971, 346,709; coal-tar distillates, 2,644,613, 783,991; antipyrin, 282,926, 389,066; pyramidon, 520,667, 758,893; quinine, 582,641, 343,599; casein, 1,567,042, 701,812; alcoholic medicinal preparations, 290,649, 311,501.

Sudan Gum Acacia Exports

BOXALL & Co. report that the shipments for February totalled 2,536 tons, compared with 1,716 tons in February 1933. Total shipments for the period January-February 1934 amounted to 4,623 tons, compared with 2,556 tons during the same period of 1933. The following were the chief destinations:—

Destination	1933			1934		
	Jan.	Feb.	Total	Jan.	Feb.	Total
Great Britain	120	332	452	416	759	1,175
U.S.A.	65	170	235	186	145	331
France	21	72	93	249	370	619
Germany	269	295	564	152	269	421
Italy	105	127	232	129	174	303
Belgium	49	77	126	426	191	617
Japan	76	425	501	192	260	452
Holland	33	68	101	60	65	125
Spain	14	56	70	39	23	62
Sweden	3	6	9	19	12	31
Australia	13	13	26	23	65	88
China	11	17	28	37	13	50
British India	2	1	3	53	29	82
Denmark	2	5	7	21	26	47
Poland...	5	1	6	7	13	20
Egypt	17	...	17	6	28	34
Argentine	16	14	30	35	25	60

The export figures are made up of the following qualities:—

		Hashab	Bleached	Talha	Total
February, 1933 ...	tons	1,511	11	194	1,716
February, 1934 ...	tons	2,437	7	93	2,536
January/February, 1933	tons	2,299	15	242	2,556
January/February, 1934	tons	4,329	11	283	4,623

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor.

Counter Prescribing

SIR,—Surely Dr. J. C. Bawden (*C. & D.*, March 31, p. 381) must be aware that many thousands of cases are diagnosed yearly by doctors who never see their patients. Some daily papers and many weekly ones provide their readers with free medical advice, and employ qualified medical men to deal with the correspondence. . . . Further, the spate of popular medical books and articles written by medical men in the lay Press has encouraged people to treat themselves, and it must not be overlooked that the public to-day are intelligent and cannot be dealt with like a lot of naughty children. With regard to the case your correspondent mentions, allow me to quote from "Memories and Adventures," written by the late Sir A. Conan Doyle, M.D.:—

"Many a good man has been ruined by pure bad luck. On one occasion I was called in to a lady who was suffering from what appeared to be dyspepsia of a rather severe type. There was absolutely nothing to indicate anything more serious. I therefore reassured the family, spoke lightly of the illness, and walked home to make up a bismuth mixture for her, calling on one or two other cases on the way. When I got home I found a messenger waiting to say that the lady was dead. This is the sort of thing which may happen to any man at any time. It did not hurt me, for I was too lowly to be hurt. You can't ruin a practice when there is no practice. The woman really had a gastric ulcer, for which there is no diagnosis; it was eating its way into the lining of her stomach, it pierced an artery after I saw her, and she bled to death. Nothing could have saved her, and I think her relatives came to understand this."

Yours faithfully,

A. STEPHENS, M.P.S., F.B.O.A.

Pontefract.

Use of Spirits by Chemists

SIR,—Would it not be as well, when chemists' business premises have to be registered, that all spirits should be allowed to be used for manufacturing purposes without seeking a permit for the same? To my mind it seems out of place to have to ask for a permit to use such spirits as are needed in our business. It could only apply to qualified persons under these conditions, so why not s.v.r., also industrial methylated spirit, duty-free?—Yours truly,

J. R. HUCK.

Barnard Castle.

Chlorides and Bacterial Growth

SIR,—I have read with interest the paper communicated to an Edinburgh evening meeting entitled "The Effect of the Chlorides of a Few Well-known Bases on Bacterial Growth" by Dr. Todd and Miss I. M. Sillar (*C. & D.*, April 7, p. 399). In general the conclusions arrived at by the authors coincide with those of my own, made during considerable experience in conducting sterility tests on ampouled solutions intended for injection. The authors appear to have encountered some difficulty in the preparation of the heat-coagulated muscle used in the anærobic medium specified by the B.P. Therefore I thought it would be of interest to describe the method of preparation used in this laboratory. The details are as follows: One pound of bullock's heart is first trimmed to remove the major portion of the fat and then coarsely minced by means of an ordinary domestic mincing machine. To the mince is added 500 mils of tap-water, and the whole steamed for three hours in the autoclave at atmospheric pressure. In this way the meat becomes thoroughly cooked. After cooling, the solid cake of fat which forms on the surface is removed. The mince is then pressed in a tincture press to remove as much of the liquor as possible. The pressed mince is next transferred to a Bolton & Revis continuous extraction apparatus and extracted with ether until fat-free, after which residual ether is removed from the mince by heating in the steam oven. Finally the product is transferred to sterile test-tubes containing the nutrient broth of the B.P. The tubes of medium are next sterilised in the autoclave at one atmosphere pressure, after which they are ready for use. Made in this manner the medium is quite bright and does not cloud on shaking, and in my hands has given very good results. As regards the method employed to conduct a sterility test for anærobic organisms, I have found that when subculturing on to agar slopes is found to be necessary, the method of Dorner & Ritter ("Lait.," 13, 366, 1933) is the most convenient and certain. The procedure is as follows: After the tube is inoculated with the liquid under test, the cotton plug is pushed down the tube with a sterile rod for a distance of about two inches. A layer of pyrogallol about half an inch deep is then superimposed upon the cotton. Sufficient saturated potassium carbonate solution is next added. This must be regulated to a few drops in order to prevent saturation of the cotton and contamination of the medium. The tube is finally stoppered tightly with a sterile indiarubber stopper. By this means the oxygen is absorbed but not the carbon dioxide which has been shown to favour the growth of some anærobes.—Yours faithfully,

W. A. N. MARKWELL, F.C.S.

London, E.1.

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

J. A. J. (26/28).—ORANGE QUININE TONIC.—The following formula has been found to yield an excellent orange and quinine tonic:—

Quinin. hydrobrom. ac.	...	gr. 2.
Syr. aurantii	...	ʒj.
Tr. cardamom. co. ...	...	♏xv.
Aq. flor. aurant. trip. ...	...	ʒij.
Aq. ad	...	℥j.

W. W. (7/28).—ETHER CLEANSING LOTION.—We have been unable to trace a formula for a preparation of this nature. If the potion is intended for removing grease from the face prior to facial treatment or as a preliminary to theatrical make-up, we would suggest the following combination:—

Ether	... 4 parts
Alcohol	... 4 parts
Glycerin of borax	... 1 part
Water	to 40 parts

Retrospect of Fifty Years Ago

Reprinted from "The Chemist and Druggist," April 15, 1884

Peter Squire

The whole world of pharmacy will learn with sincere regret of the death of Peter Squire . . . born in Bedfordfordshire in 1798. . . . In 1831 he bought the business with which he was so long associated from a Mr. John Scott, who had owned it for forty years previously. Here he soon established his pharmaceutical reputation by the preparation of a number of finer extracts than had been seen in the English trade previously. Such work attracted the notice of many physicians, among them Dr. (afterwards Sir James) Clark. . . . Soon afterwards Peter Squire received a prescription for H.R.H. the Princess Victoria, and the next year (1836) was expressly appointed her chemist. On the Queen's accession in 1837 he was officially gazetted on the medical staff as chemist in ordinary on the establishment. . . . He contrived the apparatus by which ether was administered in the first capital operation in this country, performed by Mr. Liston at University College Hospital; he assisted Dr. Stevens and Dr. Marshall Hall in some of their chief medical investigations; and many other scientific men took advantage of his practical skill.

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PHARMACISTS need have no hesitation in recommending these tablets, which are as safe as they are reliable.

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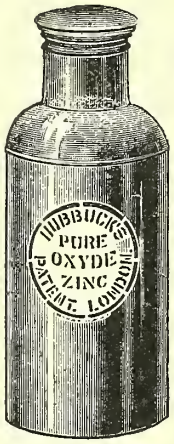

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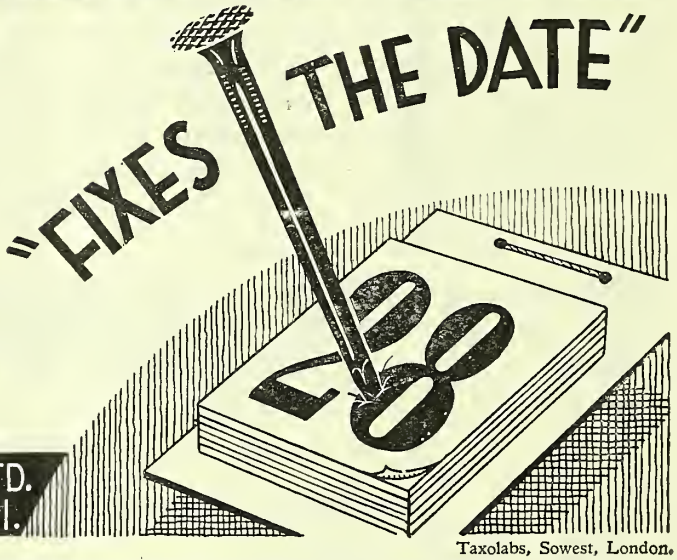

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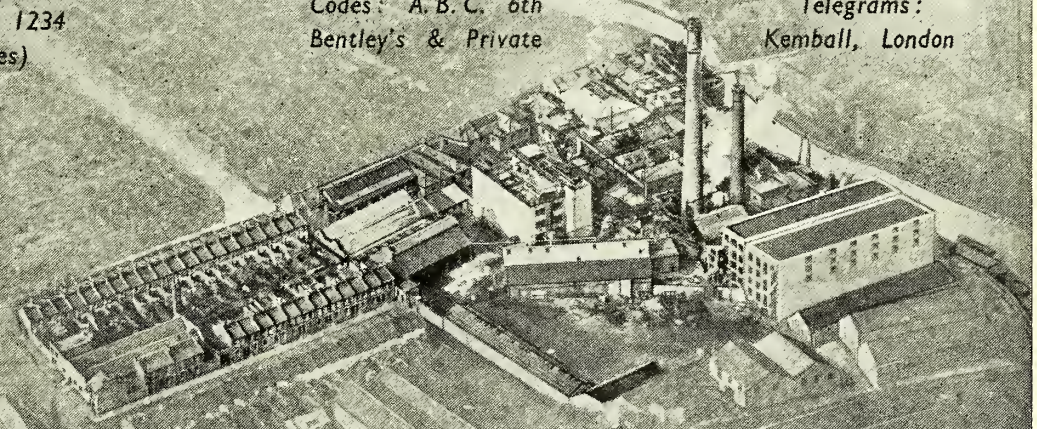

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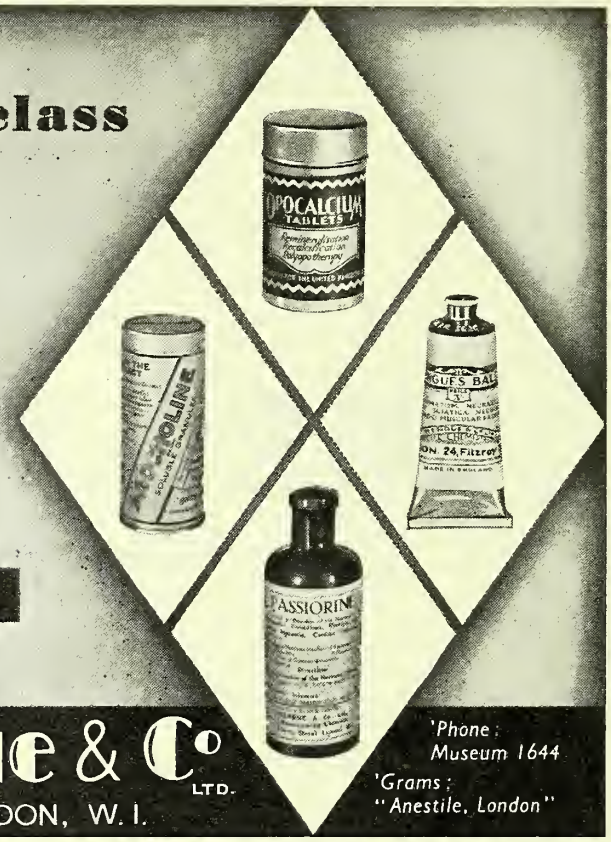

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COPY OF ANALYSIS.

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Acidity as free Oleic Acid	0.74%
Refractometer Number Z.B. at 40° C.	53.00
Halphen Colour Reaction for the presence of Cotton Seed Oil	Negative
Bellier Reaction for Arachis Oil	Negative

REMARKS.—This is a genuine Olive Oil of very good quality and of free Fatty Acidity below 1°.

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Goodall's is the pure, natural oil of the Olive, free from deodorised, neutralised, or sulphur extracted oils.

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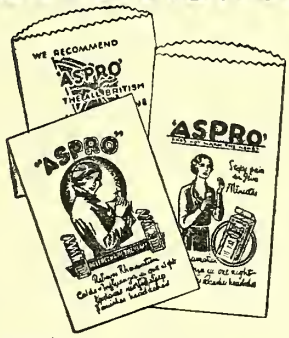

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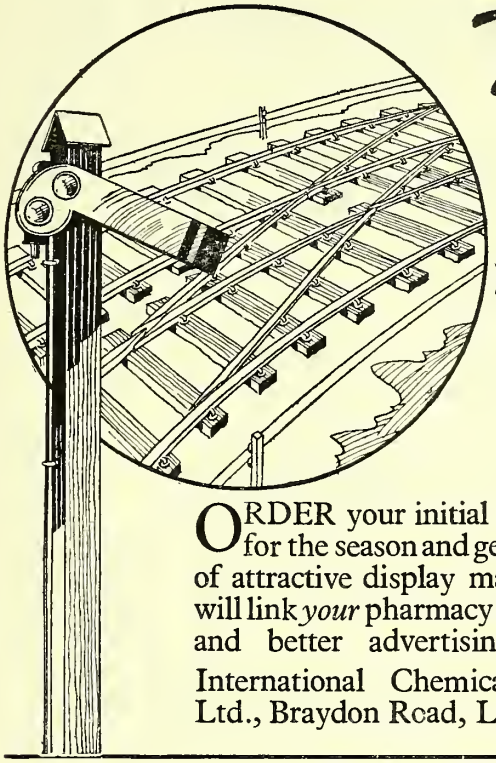

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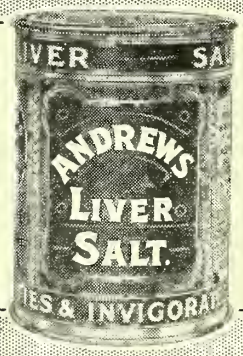

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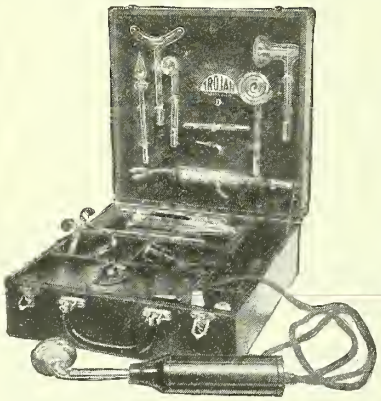

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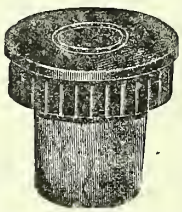

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1749——————1934

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The photographs of some of the new buildings which appear in the pages following indicate graphically the nature and extent of the additional manufacturing resources now at the disposal of the drug and chemical trades.

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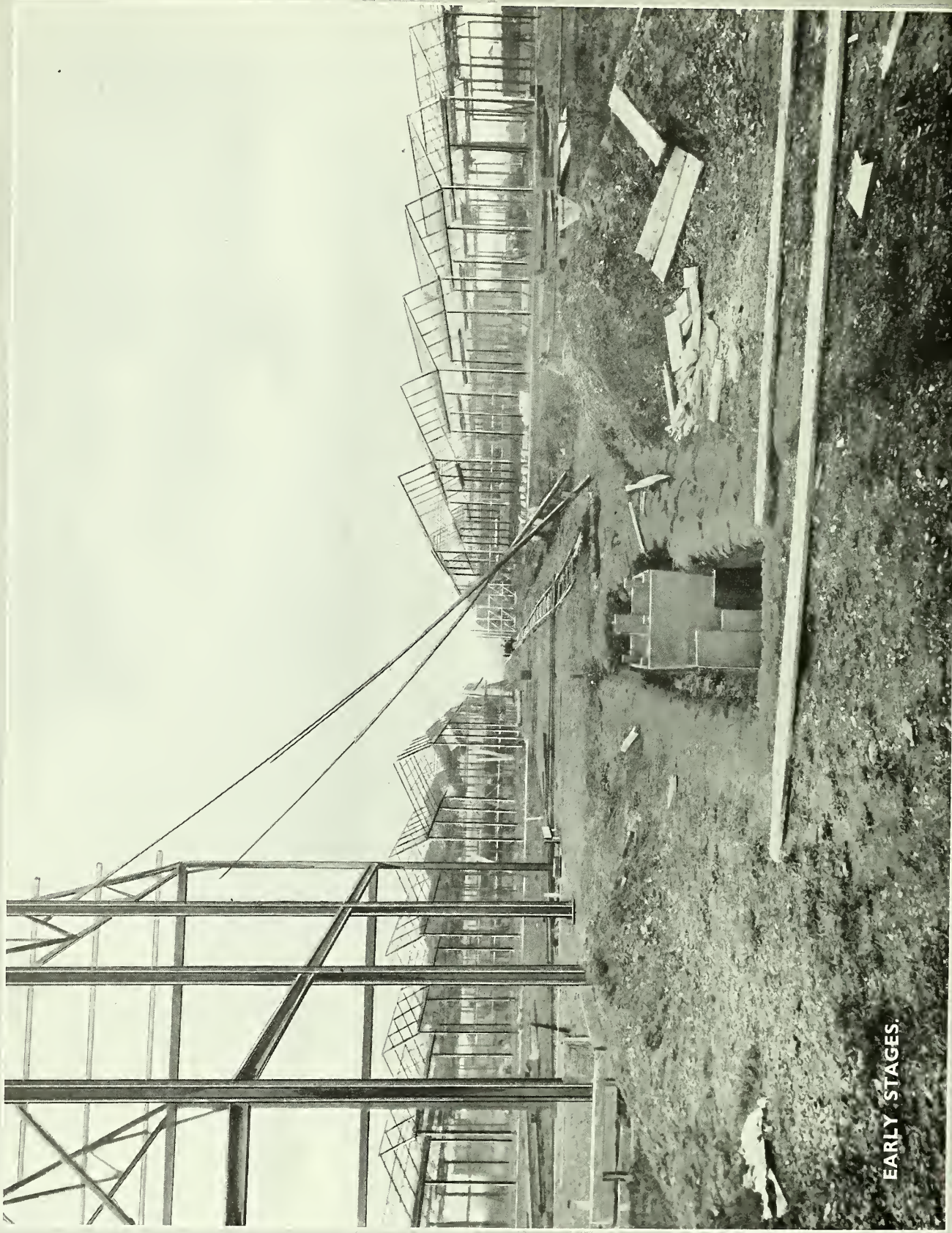

EARLY STAGES.

BOILER HOUSE IN COURSE OF CONSTRUCTION.

BUILDINGS IN COURSE OF CONSTRUCTION.

VIEW FROM ABOVE.

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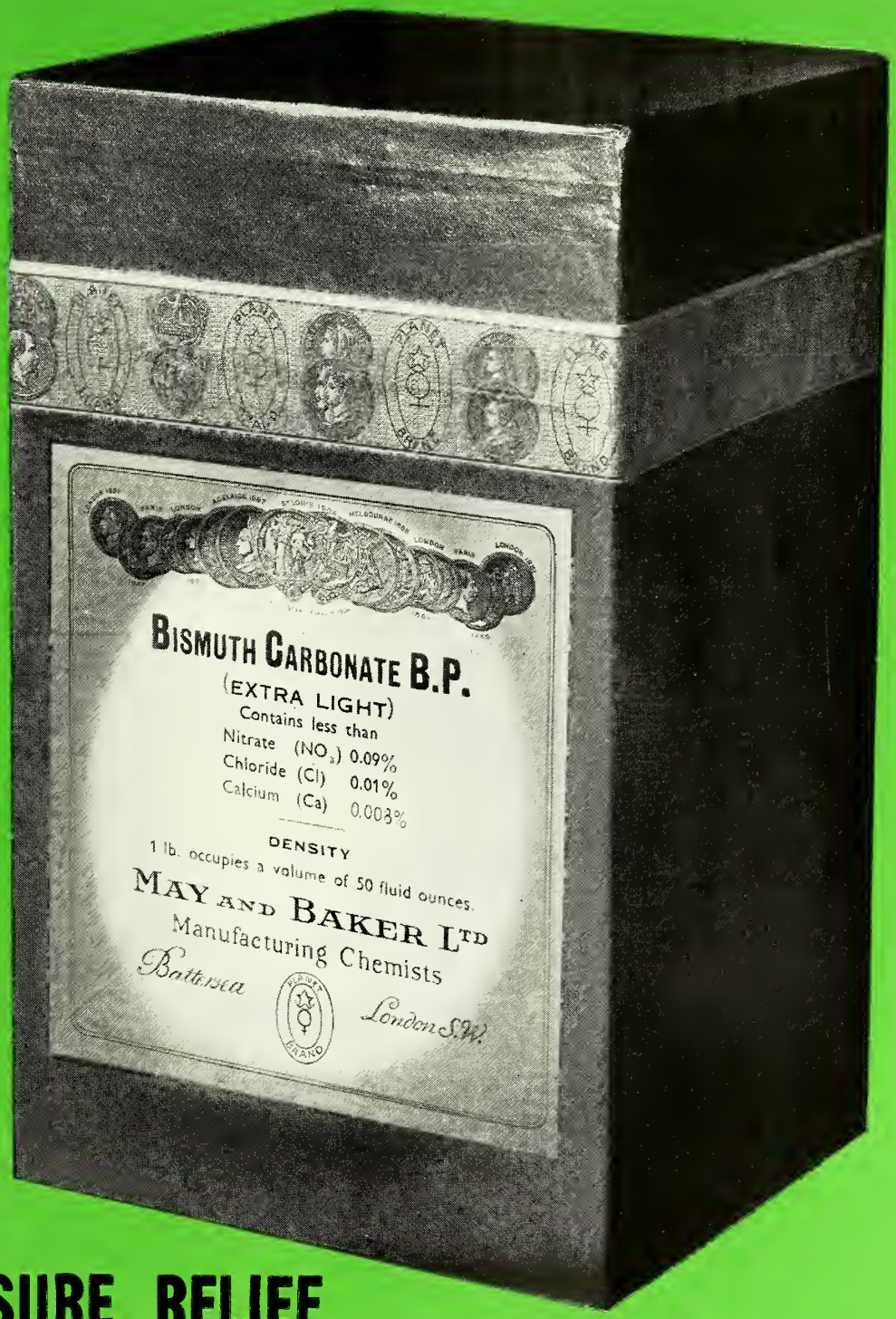

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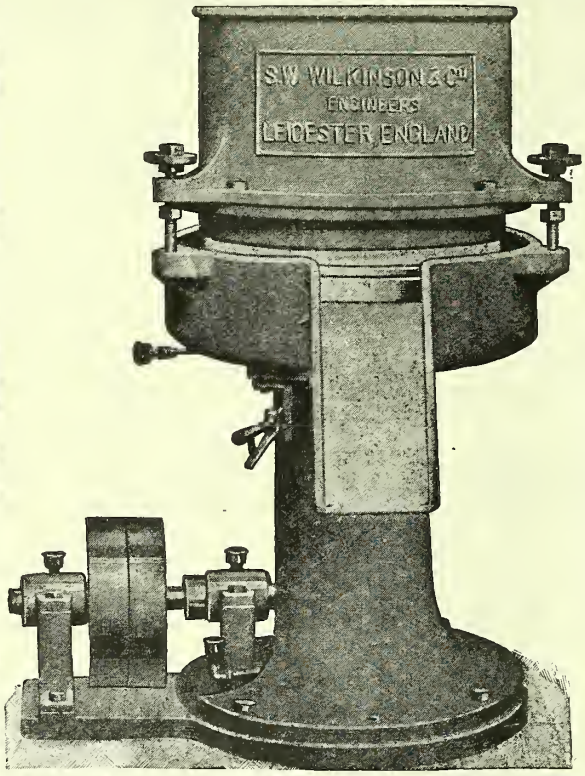

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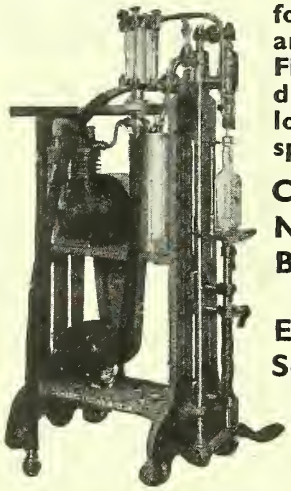

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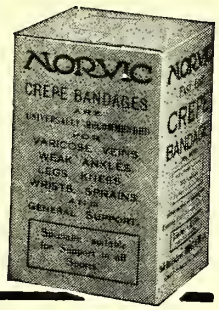

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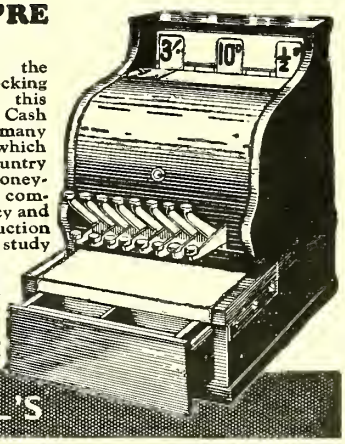

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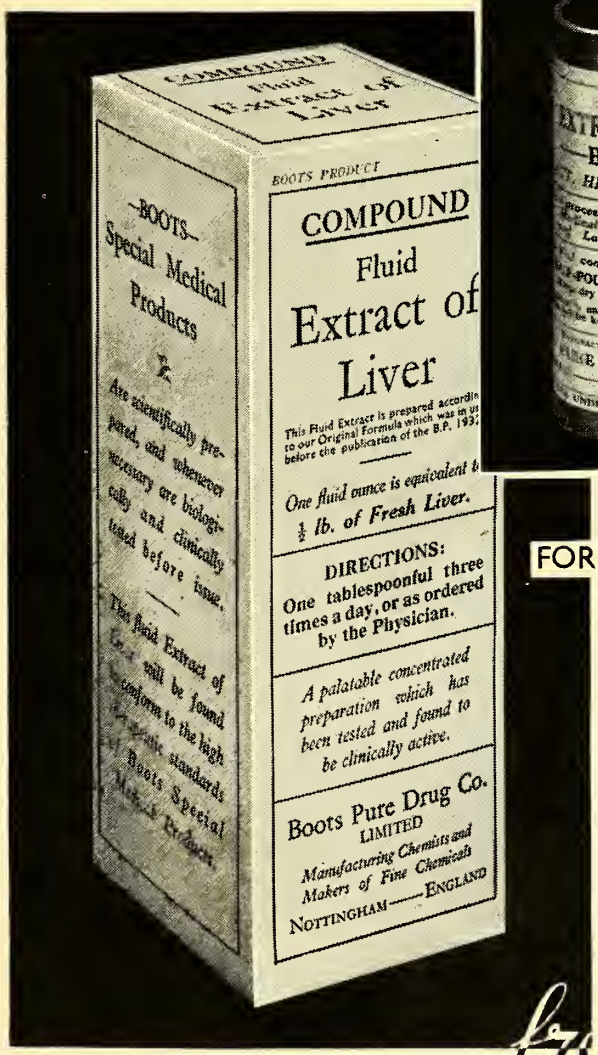

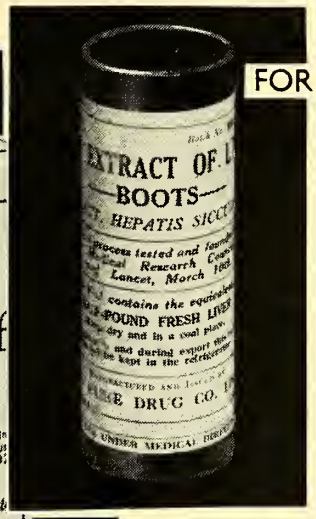

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The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

28 ESSEX STREET, LONDON, W.C.2

APRIL 14, 1934

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THE CHEMIST & DRUGGIST, 28 Essex St., Strand, London, W.C.2

Telephone: Central 6565 (8 *lines*). *Telegrams: "Chemicus, Estrand, London."*

CLOSING FOR PRESS.

All advertisements intended for insertion in this Supplement must reach us not later than FIRST POST THURSDAY MORNING

ORRIDGE & CO.

56 LUDGATE HILL, E.C.4

ESTABLISHED 1846 *Telephone No.: CITY 2283*

May be CONSULTED at their Offices on MATTERS of SALE, PURCHASE & VALUATION

We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements

1.—HARROW (Near).—Good-class Family Retail Business with increasing turnover, last year being £2,370; gross profit 35 per cent.; stock and fixtures worth about £950; long lease; lump sum offer or valuation terms entertained; scope for increase; sole agents.

2.—CITY Business for Disposal; returns last year £2,347 under management; splendid position; large shop; long lease; price £600; further details on application.

3.—EARL'S COURT.—Very Good-class Business with Private Dispensing; returns 1933 £2,100; average gross profit £800; main-road shop, well fitted and stocked; rent £100 per annum; long lease; stock and fixtures worth £750; reasonable offer will be accepted.

4.—EAST LONDON.—General Retail Business; returns about £17 weekly, plus N.H.I. about 450 scripts monthly; stock and fixtures worth about £450; lock-up shop; rent under £2 weekly; price £450 or offer.

5.—LONDON, N.W.—General Retail Business with very little Dispensing, producing net profit of about £750 per annum; price for quick sale £1,250.

6.—LONDON, W.C.—Neglected Business in prominent position, for immediate disposal; excellent opportunity to build up a lucrative business; new lease will be granted; living accommodation with private entrance; no reasonable offer refused.

7.—FULHAM.—Middle and Working-class Business in busy main road; established 50 years; returns under management about £40 weekly; accountant's figures; corner shop; stock and fixtures worth about £750; offers invited.

8.—LONDON, S.W. (Death Vacancy).—Neglected Business for sale; returns at present about £12 per week plus about 5,000 N.H.I. scripts per annum; stock and fixtures worth about £300; entire rent let off; offers invited.

9.—SURREY (Suburban).—Good Middle-class Retail Business; established 70 years; returns under management £1,610; scope for increase under personal supervision; rent £120; house and garden; long lease; price £1,100; stock and fixtures worth £900.

10.—PUTNEY.—Family Retail Business with good Prescribing; returns last year £1,100, neglected owing to ill-health; net profit £328; rent £52 inclusive; price £650 or near offer.

11.—HAMPSHIRE.—High-class Country Retail Business with Wine Licence; very old-established; returns about £3,200; large shop; rent £105; long lease; valuation terms entertained.

12.—GLOUCESTERSHIRE.—Working-class business producing net profit of about £600 per annum; old-established; rent £30; held on lease; price for quick sale £775.

13.—CORNWALL.—Good Middle-class Retail Business; return 1933 £2,355, which includes £285 Optics; scope for increase; rent £130; 18 years' lease; price to be arranged.

14.—KENT (Good-class town).—Old-established Business, neglected; returns last year £1,375; living accommodation; held on lease; rent £120; for a quick sale a reasonable offer will be accepted.

15.—DEVON.—High-class Dispensing Business with light Retail at good prices; returns last year £1,386; scope for increase; charming locality with good house; rent £105; lump sum or valuation terms entertained.

16.—CHESHIRE.—Good-class Family Retail Business; returns exceed £2,000 with gross profit about one-third; very good house with garden; rent £78; 14 years' lease; price about £1,700 or valuation terms entertained.

17.—LIVERPOOL.—Good-class Retail Business with increasing turnover; net profit to proprietor pharmacist £300 per annum; stock and fixtures worth about £800; price for early sale £850.

18.—BOURNEMOUTH.—Good Middle-class Residential Business; returns £1,250; main-road position; nice modern house; small garage; price £900 or first reasonable offer.

19.—HULL.—Light Retail Business—all cash; established many years; returns last year £896, neglected owing to age; single-fronted shop with living accommodation; rent £36; price £550.

20.—SOUTHERN COUNTY (Health Resort).—Good Middle-class Business with small Optical connection; returns for current year will be over £3,000; net profit about £800; low rent; long lease; price £2,300 or valuation terms entertained.

Chemists' Transfers, Valuations for Sale, Stocktaking & Probate

Special Terms for Income Tax Valuations and Preparation of Accounts by Qualified Accountants.

Ernest J. George & Co.
Bank Chambers, 329, High Holborn, London, W.C.1.
Telephone Nos. Holborn 1167 & 1278 (2 lines).
Tudor House, Walsall. Telephone, Walsall 3774.
Chemists Valuers & Transfer Agents.

(C1) HANTS.—Good-class business, very old-established; turnover upwards of £3,000 p.a., and steadily increasing; reasonable rental; long lease; price £2,400.

(C2) SUSSEX COAST.—Attractive modern pharmacy, with excellent up-to-date house attached; turnover upwards of £3,000 per annum; net profit about £780; rent and rates £124; lease 15 years; price £2,300; good reasons for disposing.

(C3) LANCS.—High-class pharmacy, prominently situated in main shopping thoroughfare; turnover upwards of £3,000 per annum; good substantial stock; confidential details to genuine prospective purchasers.

(C4) GLOUCESTERSHIRE.—Attractive modern pharmacy prominently situated; present returns about £2,000 per annum (have exceeded £3,000); gross profit for 1933, £1,075; excellent scope for increase; less than value of stock and fixtures (approx. £1,150) will purchase; offers considered.

(C5) NORTH - EAST COAST. — Old - established family business; turnover approximately £2,100 per annum; good living accommodation; price £1,500, including stock and fixtures estimated at £1,200.

(C6) SOUTH COAST.—High-class dispensing business for disposal owing to retirement; net profit for 1933, £505; abundant scope for further increase; reasonable rental, including good living accommodation; price: one year's net profit for goodwill, stock and fixtures at valuation.

(C7) KENSINGTON (NEAR).—High-class family business, situated in busy shopping thoroughfare; turnover approximately £2,200 p.a.; lock-up shop; rent £100; long lease; price £1,400, or near offer.

(C8) TEES-SIDE.—Old-established pharmacy, situated in busy main thoroughfare; turnover approximately £3,000 p.a., with scope for further increase; rent £275; price £1,100, including stock approximately £900; open to offer.

(C9) CAMDEN TOWN.—Quick counter business, situated on main road; large N.H.I.; turnover for 1933, £2,505; gross profit about £1,100; rent £110, including two flats above; good lease; price £1,200 all-at; exceptional opportunity.

(C10) LONDON, E.C.—Old-established business, situated in busy thoroughfare; turnover approx. £2,000 per annum; excellent scope for further increase; easy hours and very low rental; no near opposition; reasonable purchase price.

(C11) NORTH WALES.—Established business, prominently situated, for disposal owing to retirement. Turnover for 1932, £2,285; property can be purchased or leased at a reasonable rental; living accommodation; price £1,500, including stock, £900; offers considered.

(C12) BOURNEMOUTH.—Attractive lock-up pharmacy, situated on main road; turnover upwards of £1,700 per annum, and increasing; rent £150; long lease; full particulars upon application.

(C13) LIVERPOOL.—City business, with excellent scope for further increase; turnover £35/£40 weekly; reasonable rental; no near opposition; price £850 all-at.

(C14) BARNET.—Progressive business with living accommodation, available for purchase at very reasonable figure; present returns about £28 per week, and steadily increasing; rent £50; rates about £20; first reasonable offer accepted, as an early sale is essential.

(C15) WOOLWICH (NEAR).—Established cash business, situated in working-class district; turnover about £1,450 per annum; large insurance panel (over 1,000 scripts per month); rent £55, including small house; no near opposition; price £800 or near offer.

(C16) HERNE HILL (NEAR). — Modern pharmacy—lock-up — situated in busy shopping thoroughfare; present returns approximately £28 per week; reasonable rental; price by negotiation.

(C17) ALDERSHOT (NEAR).—Unopposed country business, situated amid charming surroundings; turnover for 1932/33, £1,242; net profit £320; low rental, which includes living accommodation; reasonable purchase price.

(C18) HEREFORDSHIRE.—Drug store with excellent scope for development, particularly under qualified ownership; present returns about £1,000 per annum; reasonable rental; price £500.

(C19) UXBRIDGE (NEAR).—Good-class pharmacy, unopposed, with excellent potentialities; present turnover about £1,100 p.a.; good living accommodation; stock about £400; price £750; open to offer.

(C20) LONDON, S.W.—Excellent profit-earning business, prominently situated in working-class district; turnover upwards of £1,500 per annum and increasing; price about £750; genuine reasons for disposing.

(C21) DERBY.—Old-established middle-class business; present turnover approximately £1,350 per annum; living accommodation; rent £52; no near opposition; low price for quick sale; genuine reasons for disposing.

BERDOE & FISH
CHEMISTS' VALUERS AND TRANSFER AGENTS,
41 Argyle Square, KING'S CROSS, W.C.1
(One minute from St. Pancras and King's Cross Stations.)

1.—MIDLANDS.—Old-established Business, with valuable proprietaries and Full Wine Licence; returns were over £5,000; badly neglected; now doing about £2,000; exceptional scope; fine commanding corner shop; in busy main street; splendid windows; ample stock; price £1,500; worth attention.

2.—SOUTHERN COUNTY.—Good-class Business, in pleasant residential district; returns £1,850; net profit over £400; no near opposition; attractive modern pharmacy, with flat over, every convenience; price about £1,300.

3.—BOURNEMOUTH.—Good Middle-class Retail; steady all the year round trade; returns £1,250; good profits; modern pharmacy, with flat over, garage, &c.; stock and fixtures worth £700; price £900 or first reasonable offer.

4.—SUFFOLK (large town).—Good-class Retail; in good position; returns under manager £1,360; gross profits £520; plenty of scope for increase; price £530, or valuation terms arranged.

5.—CHESHIRE.—Light Cash Retail with good Photographic trade; returns average £1,200; main-road position; good house; fully stocked; price valuation about £750.

6.—HULL.—Light Cash Retail; no N.H.I. or Photo; scope for both; returns average £1,000, net profit about £300; low rent; good house; stock worth about £300; owner retiring; price about £600.

7.—BUCKS.—Well-established Light Cash Retail, pleasantly situated; no N.H.I.; returns last year £965, net profit £290; plenty of scope; good house and pharmacy, garden, garage, &c.; price £760.

8.—LONDON SUBURB, S.E.—Profitable Light Cash Retail, with good N.H.I. and Photo; returns last year £1,770; net profit about £450; increasing; low rent; splendid stock; price £1,250 or near offer.

9.—LONDON, N.W.—Cash Retail, with good N.H.I.; in busy main road; returns last year £2,500, under management; books audited; gross profits over 40 per cent.; rent £110; upper part can be let off at £80; stock and fixtures worth £700; price £1,200.

10.—NORTH LONDON.—Cash Drug Store, recently opened; present returns £8 weekly; can be doubled; lock-up shop; modern window; stock worth £150; illness compels sale; price £225.

Businesses Wanted

Estab. 1870. Telephone: Terminus 3574.

THE ASSOCIATION OF MANUFACTURING CHEMISTS, LIMITED
(Business Agency, Transfer & Valuation Department)
KIMBERLEY HOUSE, Holborn Viaduct, LONDON, E.C.1 *and at* EXCHANGE CHAMBERS, 2 Bixteth St., LIVERPOOL.
PARKIN S. BOOTH, Valuer. *Tels.: CITY 3691* (4 lines).
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BUSINESSES TRANSFERRED, AND VALUATIONS CONDUCTED IN ALL PARTS OF THE BRITISH ISLES, UPON MODERATE TERMS. MORTGAGES ARRANGED.
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BUSINESSES FOR DISPOSAL.

ABERDEEN.—Chemist's Business; family trade; modern fittings; good residential locality; turnover approximately £1,000. Apply to Harry P. Forbes, 66 Sunny Bank Road, Aberdeen.

BORDERS OF NEW FOREST.—High-class Country Business with Wine Licence; very old established; returns about £3,200; uet rent £105; agreed sum for goodwill and book debts will be considered, plus valuation of stock and fixtures. Apply 239/584, Office of this Paper.

DERBYSHIRE (Popular Resort).—Very profitable Good-class Chemist's Business with some Optics; returns £1,800 yearly, auditor's figures; good position, shopping centre; reasonable rent; lease; good house, all conveniences; accept valuation plus reasonable goodwill; approximately £950 required; a sound offer. Brierley, Chemists' Valuer, 135 Queen Street, Newton Heath, Manchester. Tel.: Failsworth 1913.

GLOUCESTERSHIRE.—Urgent Sale for genuine reasons. Cash Business, showing excellent profits; working-class district; Private and Insurance Dispensing; turnover approx. £1,700; easily worked; low overheads; sound proposition; well worth consideration by anyone with limited capital seekiug a good living; good accommodation; apply immediately. Simmons, c/o The Cross Post Office, Gloucester.

HERTS.—Recently-established Good-class Business; takings £11 per week, increasing; lack of capital sole reason for sale; price for quick sale £350. 10/18, Office of this Paper.

LIVERPOOL (Suburb).—Beautifully fitted shop in solid mahogany; opposite housing estate; at the rear of and adjacent to the pharmacy 350 semi-detached villas in course of construction; Kodak and Selo Agencies; takings £12; N.H.I. 120 per month; takiugs will double iu twelve months; ill health cause of sale; price, value stock and fixtures. 10/5, Office of this Paper.

LONDON, E.—£120, nicely fitted Pharmacy recently opened on L.C.C. estatc; no opposition, protected arca; lock-up shop and stock room; rent £55; present returns £9-£10; insurance scrips 300 monthly, increasing; stock optional or at valuation. Apply David Wray & Co., Estate Agents, 157 Hackney Road, E.2.

LONDON, N.W.—Unique position, thickly-populated working-class district; extending; no near opposition; next to surgery; lock-up corner shop; good N.H.I. and photographic, scope for optics; 19 years' lease at 20s. weekly; turnover, under management, £14-15, increasing; fully stocked, nicely fitted; splendid opportunity for worker; £700 all at or near offer for quick sale; reluctantly selling for private reasons. 11/8, Office of this Paper.

LONDON (Near).—Good medium-class, light Retail Business; easily worked; returns approach £2,000; good profits; pleasant district; very good house; all modern conveniences, garden, &c.; low rent; on lease; price £1,250; applicants must enclose banker's reference. "Genuine," 239/582, Office of this Paper.

LUTON.—Herbalist Business for Sale; owner taking larger business in another town; good fitted shop and house; long garden, every convenience; good position; good living assured; trial before purchase; every investigation wished for; absolutely genuine; no agents, please. Write C., 239/586, Office of this Paper.

MANCHESTER.—Pharmacy on very busy main road, working-class neighbourhood; open 2 years; nicely fitted; present takings £18 per week; 250 scripts per month; under elderly management; exceptional opportunities for big increases in both under personal care; near six doctors; stock and fixtures value £476; accept reasonable offer quick sale. 238/567, Office of this Paper.

MANCHESTER.—Well-established Middle-class and Industrial Chemist and Optical Business; main road; car and bus stop; good living accommodation if necessary; good stock; £350 approx.; income £1,000; doing average 450 N.H.I. scripts monthly; commodious; reason for disposal, ill health of wife; price £800. 10/42, Office of this Paper.

MIDDLESEX.—Good-class Family Retail Business; increasing turnover; 1933 approaches £2,400; long lease; flat available if required; price about £1,550, or an agreed sum for goodwill with stock and fixtures at valuation. 239/583, Office of this Paper.

MIDLANDS.—Small Branch for sale; lock-up shop; large Panel; main road; owner no time to give attention; turnover exceeds £1,800; reasonable reut; price £475 all in for quick sale; suit young Qualified. 11/39, Office of this Paper.

NEAR BOURNEMOUTH.—Chemist's Business for Sale; double-fronted shop, with flat over; well fitted throughout; takings small under management; scope for considerable increase under personal supervision; stock and fixtures value £450; accept £350 or near offer for quick sale; genuine applicants only please apply. 11/36, Office of this Paper.

NEAR MANCHESTER.—The opportunity occurs to purchase well-known Chemist Business, situated in Lancashire town near Manchester; the turnover is over £3,000 per annum; rent £150; wages £130 per anuum; modern fixtured shop, with up-to-date live stock; splendid turnover in own proprietaries; full particulars and certified accounts on receipt of bankers' references to genuine enquiries. 239/587, Office of this Paper.

NORTH RIDING OF YORKSHIRE.—General City Retail Business; full Wine licence; large Photographic turnover; returns £3,000 (approx.); offered for quick disposal for the price of stock and fixtures only (at valuation); the stock could be transferred to reduce the price if desired to £500. Salmon, 38 High Street, Stockton-on-Tees.

SHEFFIELD.—Cheap for iumediate cash sale (owner huilding another shop and wants to be released), a Chemist's Business; house attached; thickly-populated good working-class district; main thoroughfare; good N.H.I. and Kodak agency; modern windows and fixtures; premises ideal for Optics or Dentistry; low rent; good opportunity for beginner. 11/12, Office of this Paper.

SOUTH-WEST ENGLAND.—Cash Drug Stores; lock-up shop; good position in growing seaside town; Photo Agencies; returns average £11 to £12 weekly; rent and rates £50 per annum; 14 years' lease; good opportunity for Qualified man; no near opposition; £250 and stock at valuation, about £125. 11/3, Office of this Paper.

S.W. LONDON.—Good Middle-class Old-established Business; turnover 1933, £2,068; gross profit £766; rent and rates £125; long lease; good clean stock, approximately £700; well fitted; in addition to above turnover, recently introduced Optics shows average return of £8 per week (last six months); £2,200 for quick sale; living accommodation available. 10/32, Office of this Paper.

WEST OF ENGLAND (near Coast).—Good Middle-class Cash Retail Business; turnover last 3 years £2,200; qualified accouutant's audits; double-fronted shop; good living accommodation; centre of town; freehold property must be purchased, price £1,850, of which £1,000 cau remain on mortgage; valuation stock and fixtures; goodwill £350; references exchanged. 11/5, Office of this Paper.

YORKS (West Riding).—General Retail; entirely unopposed; Kodak and Selo Agency; Medicated Wine Licence; turnover under management £26 weekly, increasing; good house and garage attached; scope for Optics; stock at valuation plus agreed price for goodwill and fixtures; strongly recommended. 10/1, Office of this Paper.

BUSINESS in small country town, central position; returns £780 to £800; low rent and rates, £23 in all; vendor retiring; splendid opportunity for young man or woman; large country population; shows good profit; at present under management; situated in North-West Midlands. 4/2, Office of this Paper.

DRUG STORE, formerly old-established Chemist; nice shop, house, side door, long garden, garage, back gates; lease £52; district full of N.H.I., turned away daily; small takings, rather neglected; open about 10, closed most of afternoon; previous owner retired on business; will accept £600. 87 Upper Brockley Road, S.E.4.

DRUG STORE.—Surrey; lock-up; rent 20s.; on lease; part sublet at 10s.; taking just over £400; has done double; £80 all at or part by instalments; exceptional opportunity. "T.," 7 Whitehall Road, Thornton Heath, Surrey.

EXCLUSIVE Offer (Manchester).—Good Middle-class suburban Chemist's Business; returns £1,350 yearly; good position main road; offering scope for increase; nice house attached, with all conveniences; reasonable rent; lease; a sound offer at £650; no triflers eutertained. Brierley, Chemists' Valuer, 135 Queen Street, Newton Heath, Manchester. Tel. Failsworth 1913.

FOR Immediate Disposal in S.W. London, a well-fitted Pharmacy in main-road position; dispensary, stock room, good living accommodation; moderate rent; long lease; takings £30-£35 per week; stock £450-£500; fittings, fixtures, &c., and goodwill, £450; no triflers or agents, please; genuine reasons for disposal. 8/1, Office of this Paper.

FOR Sale, Lock-up Pharmacy; double fronted, well fitted; in thickly populated, small industrial town; 30 miles from London; moderate rent; on long lease; fixtures, fittings and lease £150, stock at valuation; flat available, or living accommodation for single man. 11/40, Office of this Paper.

MODERN Pharmacy, fitted throughout with up-to-date mahogany fixtures; excellent position in busy Monmouthshire industrial town; well stocked; low rent and rates; also living accommodation; would accept £450 or nearest offer for quick sale. 9/26, Office of this Paper.

OLD-ESTABLISHED Seaside Business, in pleasant locality, for disposal; average returns 3 years, £2,300; good-class Counter Trade, Dispensing, Prescribing, Photographic; valuable Optical connection; good house; net profit to proprietor-manager £600 approx.; terms, lump sum or valuation and agreed sum for goodwill, &c.; further particulars to genuine purchasers only. 10/17, Office of this Paper.

STOCK £150; Drug Store, badly neglected; scope for Qualified; N.H.I. badly wanted and plenty of it; lock-up shop and parlour; near station; poor-class S.W. district; rent 15s. week, inclusive; price of stock or near offer. 10/38, Office of this Paper.

TRIAL GIVEN.—Druggist, Tobacconist, Fancy Goods; smart well fitted; splendid position, Edgware Road; rent £150; 5 rooms, 3 sublet at £180; owner returning to India; turnover—about £24—could be greatly increased by businesslike methods; price, including £150 stock, £500 or firm offer. Fullest details, "Chemist," 5 Lamb's Conduit Street, W.C.1.

£500—YOUR OPPORTUNITY—£500.—Middlesex; new rapidly-expanding district; main-road site; adjoins Underground station; entirely unopposed; Chemist's Business established three months only; large double-fronted shop, spacious back stockroom, self-contained flat; modern, quite new; long lease; flat easily sublet; stock, fittings, fixtures, site and lease worth more; N.H.I. Dispensing, Photography, Library, public 'phone; scope for Post Office shortly; genuine offer; returns at present low, but steadily increasing; rental £135; unique opportunity for energetic Qualified man. Or near offer; £100 could remain. Phone Ruislip 409, or call 53 Victoria Road, Ruislip Manor, Middlesex.

£110 WILL PURCHASE a Drug, Herbal and Chemist's Sundries Business situated in one of London's busiest market streets; lock-up shop. This business, which has been established nearly 5 years, is to be sold owing to death, and is therefore offered at a very low figure for immediate sale. Price includes all stock, fittings and fixtures; also large mail order list. P.C.B. 115/8, Office of this Paper.

£50 DOWN, balance to suit purchaser. Smart Drug Store, lock-up; rent 25s. clear; genuine chance for Qualified to double turnover; rapidly growing and healthy district, and shops restricted; main road; North-West Coast; middle-class residential area; generous terms to quick buyer; must sell; vendor has other interests. 10/21, Office of this Paper.

BUSINESSES WANTED.

SOUTHERN COUNTIES OR MIDLANDS.—Good-class Business required, producing net profit of approximately £600 per annum; genuine purchaser waiting with cash. Apply Orridge & Co., 56 Ludgate Hill, E.C.4. Telephone: City 2283.

CASH waiting, up to £2,000, for Sound Business; Birmingham area; property considered if necessary; preference for old-established business. E. J. Bates, M.P.S., Postmaster, Florence Road Post Office, Acocks Green, Birmingham. 'Phone: Aco. 0699, Vic. 1394.

CHEMIST Requires medium good-class business, turnover not less than £35 weekly; Coast town or within 50 miles London; cash available £1,000, balance to be paid preferably in 5 years; or would consider partnership with chemist contemplating early retirement. 7/1, Office of this Paper.

I HAVE a clientele secoud to none of progressive Pharmacists already established in own businesses and now desirous of negotiating for larger concerns (anywhere); must show good returns and preferably with living accommodation; intending vendors contemplating a change or retirement would be well advised to get in touch with me in strict confidence; sales quickly effected; expert service, personal attention. "Your interests are mine." Brierley, Chemists' Valuer and Transfer Specialist, 135 Queen Street, Newton Heath, Manchester. Tel.: Failsworth 1913.

WANTED by private chemist, Middle-class Business within twelve miles south of Birmingham; neglected business not objected to, if it shows scope for increase; replies treated with the strictest confidence and banker's references given if required. 11/14, Office of this Paper.

PREMISES TO LET.

BAKER STREET, facing Met. Rly. Station.—Exceptionally fine Shop and Basement in an unrivalled position, suit Chemist; low commencing rent. Sole Agents, Hillier, Parker, May & Rowden, 27 Maddox Street, W.1. Tel.: Mayfair 7666.

PREMISES FOR SALE.

WHITBY.—4 The Parade, West Cliff. Only one left of the ten Modern Houses and Shops; suit Chemist; nearest shops quarter-hour. Apply B. S. Meek, Milne Buildings, 66 Mosley Street, Manchester. 'Phone: 1232/3 Central.

VALUABLE Freehold Premises for Sale; recently vacated by chemist who took £1,200 last year; has done £2,000 under indifferent management; situated in main thoroughfare of one of the largest towns in Kent; fine window enclosures still intact; house above; warehouse at rear which has been let off at 10s. weekly; a bargain at £1,400; mortgage easily arranged. 11/10, Office of this Paper.

WONDERFUL OPPORTUNITY.—To Multiple and Private Traders. Feltham, Middlesex. Unprecedented development taking place, well-built shops with excellent living accommodation; price £1,500 each freehold (including shop front); £250 down, balance £100 per annum (about); suit Butcher, Fruiterer, Outfitter, Draper, Grocer, Chemist, Hardware, Baker, Dairy. Full particulars, P. Chase Gardener & Co., 295 High Street, Hounslow.

APARTMENTS.

WHEN YOU COME TO LONDON STAY AT THE HAMPDEN RESIDENTIAL CLUB.

FOR GENTLEMEN, Hampden Street, N.W.1. Close to King's Cross and Euston. 300 bedrooms. 12s. 6d. to 25s. per week, including baths, attendance and boot cleaning. All meals à la carte in dining room. Moderate tariff. Large Club Rooms, Library, Billiards Room, Reading Room and Study for Students. Illustrated Prospectus from Secretary. Euston 2244/5.

WINDOW-DRESSING.

MANUFACTURERS.—WINDOW DISPLAYS THAT SELL are the result of expert skill and knowledge; Jackman, the display specialist of 20 years experience, is at your service; a personal service at an economical rate; suggestions for manufacturers' national display schemes; specimen windows arranged. A. A. JACKMAN, 91 Woodyates Road, Lee, S.E.12.

SALE BY AUCTION.

5 LITTLE BRITAIN (close to G.P.O.), E.C.

A large number of practically new SHOWCASES, including many suitable for Store Chemists, will be sold by Auction by

B. NORMAN & SON.

WEDNESDAY NEXT, April 18, at Twelve o'clock.

Catalogues on Application.

AGENCIES.

MR. S. ASHER, of Asher's Pharmacy, Ltd., Johannesburg, South African Chemists, Druggists and Wholesale Distributors, will be in London in May, and can be interviewed at Messrs. Ewing & Co., 73/4 Chiswell Street, London, E.C.1. Mr. Asher will be pleased to meet manufacturers with a view to Buying and Representation for his organisation in the Union of South Africa and Rhodesia. They have distributing Wholesale Depots in Johannesburg, Cape Town, Durban, Port Elizabeth, East London, Bulawayo and Salisbury.

PARTNERSHIPS.

ADVERTISER Wants Qualified Partner, small capital, amply secured, for old-established business in pleasant small town near East Coast; a genuine proposition, and would suit one seeking semi-retirement or having other interests; good house and garden available by arrangement; applicants please give usual particulars in first letter; interview later, 11/29, Office of this Paper.

ADVERTISING.—A highly-trained Medical, Pharmaceutical and Veterinary Publicist, who, in addition to his knowledge of advertising, is acquainted with every phase of pharmaceutical activity—including Analytical Chemistry, Veterinary Science, Dispensing, Practical Pharmacy Management, Manufacture and Wholesale Distribution of Proprietary Products—wishes to join an organisation in which his specialised knowledge of publicity could profitably be utilised; cash investment arranged. "Enterprise," 9/25, Office of this Paper.

£75.—HALF Share offered to M.P.S. in new shop in thickly populated district South London; no competition, good scope for N.H.I. and private. Write P.C.B. 115/2, Office of this Paper.

APPRENTICES.

APPRENTICE, pharmacist's son, wishes to complete apprenticeship; high-class experience and good reference; Central London. Miller, 36 Beversbrook Road, N.19.

SITUATIONS OPEN.

RETAIL (HOME).

BEDFORD.—Unqualified Junior or Improver. Full particulars and salary to Strachan, Chemist, 108 Bromham Road, Bedford.

BIRMINGHAM.—Qualified Assistant (male), to take charge of branch; must be used to working-class trade; knowledge of Photography; no Sunday or Bank Holiday duty. Apply, stating age, salary required and previous experience, to 9/13, Office of this Paper.

BOGNOR REGIS.—Smart Male Assistant, permanency, for high-class Pharmacy (age 21-25); must have first-class Counter and Dispensing experience. Apply, with full particulars, stating experience, age, height, salary required, etc., 10/24, Office of this Paper.

ILFORD.—Qualified Manager, male, outdoors, required at once; lock-up branch; age not under 25 years; must be a smart Counter man, quick Dispenser, capable Window-dresser, smart appearance and have good all-round experience; good references essential. Apply, stating age, height, salary required, copies of references, to T. Bellamy, Pharmaceutical Chemist, 2 Tindal Square, Chelmsford (applicants not answered in 5 days respectfully declined).

LLANDUDNO.—Lady Assistant, Unqualified, competent, with good Dispensing, Photographic and Counter experience, wanted. Apply, stating age, height, experience and salary required, with photograph, Miss Horniblow, 4 Queen's Buildings, Llandudno.

LONDON.—Wanted, Qualified Lady or Gentleman; Counter and Dispensing; must be honest and trustworthy; £3 a week. 239/585, Office of this Paper.

LONDON.—Wanted, Qualified Man to manage small branch; please give full particulars of age, height, experience and salary required. 5/8, Office of this Paper.

LONDON, E.—M.P.S., with J.C.Q.O. registration, for Management (age about 30); send usual particulars and state salary required; photo if possible. 10/43, Office of this Paper.

LONDON, EAST.—Qualified Assistant (about 30-40); must be good N.H.I. Dispenser and Counterman; steady and reliable; please state age, height, if disengaged and moderate salary; permanency if suitable. Company, 10/34, Office of this Paper.

MALVERN.—Gentlemanly Assistant as Junior; accustomed to best-class Retail and Dispensing. Please apply, with full particulars as to experience and state salary required, enclosing photo, to A. Mander, Belle Vue Pharmacy, Malvern.

MANCHESTER.—Smart Qualified Manager required immediately; Optical experience; Window-dresser. Also Unqualified Assistant; Dispenser, Window-dresser. Send full particulars as to age, experience, references and salary required to Mr. Murray Casson, 30 Oldham Road, Platting, Manchester.

MANCHESTER.—Unqualified Assistant required; Window-dresser, accurate Dispenser, Photographics. Please state age, experience and salary required, Colmans, Ltd., 416 Stockport Road, Manchester, 13.

MANCHESTER Area.—Young, married Qualified, for branch, to live on the premises; commence April 30; state age, salary, with not more than two references. 11/25, Office of this Paper.

NEAR HARROW.—Unqualified Lady Assistant (under 30); smart appearance; experience Dispensing, Counter, Windows; used to high-class business; give full particulars, salary required, &c., by letter. 10/44, Office of this Paper.

NORTH London Doctor requires Lady Dispenser; one with Chemist's Dispensing experience preferred; London N.H.I. experience useful, but not *sine qua non;* state age, experience, salary expected; send no stamps or original testimonials; no objection to copies of recent testimonials. P.C.B. 115/10, Office of this Paper.

OUTER WEST SUBURB.—Qualified Chemist and Optician; must be capable and conscientious; good prospects for right man; state age, full particulars and salary expected. 11/21, Office of this Paper.

SOUTH COAST.—Young Qualified Assistant required; please state age, height, salary (outdoors); enclose photo if possible; must have good references. P. J. Brown, Chemist, Hayling Island, Hants.

SURREY, 12 miles from Town.—Young Qualified Assistant wanted; capable Dispenser, Window-dresser and Counterman; quick and obliging. Apply, stating age, experience, references and salary required, to 10/13, Office of this Paper.

A YOUNG Qualified Man required, married, to live over premises and manage a shop single-handed; good references essential; applications not answered in 5 days respectfully declined. 9/9, Office of this Paper.

ASSISTANT, Qualified (or Unqualified considered if qualification in Optics); Window-dresser, accurate Dispenser, Photographics; abstainer; reply giving usual full particulars, age, experience, salary required, &c., photo, to be returned. S. Davis, Chemist, Chesham, Bucks.

CHEMIST-OPTICIAN (about 24), with knowledge of Glazing, Repairs and exeprience of Photographic Trade. Apply, giving experience, qualifications, age, salary required and when disengaged, to Brady & Martin, Ltd., 29 Mosley Street, Newcastle-on-Tyne.

CHEMIST Wanted for Yorkshire; one with Optical qualification preferred. Write, stating age, qualifications, salary required and if possessor of Optical equipment, to 11/38, Office of this Paper.

COURTEOUS, energetic Junior with personality; must he good Dispenser, Window-dresser and Tactful Salesman; knowledge photography; apply by letter only; enclose photo and stamped addressed envelope, stating age, height, experience, and salary desired. Staddon, 25 St. Swithuns Terrace, Lewes.

FOR Birmingham Suburb.—Unqualified Assistant (age about 20); must be of good address, neat Dispenser and tactful Salesman, with knowledge of Toilets; state salary required, along with usual particulars; applications not answered in ten days respectfully declined. 8/5, Office of this Paper.

IMPROVER (Male) as Junior Assistant in good-class family business; duties chiefly Window-dressing and Counter Relief. Apply, stating salary required, height and age, to Stonham & Son, 70 Bank Street, Maidstone.

MANAGER wanted, Qualified; take sole charge; salary £230 per annum and half share of profits. Write, stating particulars and amount could invest as security at 7 per cent. interest. Williams, 53 Gap Road, Wimbledon, S.W.

MANAGING Partner for new business in London, Essex suburb; Optics an advantage; full particulars, with investment available and photo. Also vacancy for Outside Interviewer and Canvasser; must be persuasive but tactful Salesman, and of gentlemanly manner and appearance. 11/33, Office of this Paper.

PARKES Chemists, Ltd., have vacancies for Qualified and Unqualified gentlemen for permanencies and relief work; applicants should give full particulars by letter only, stating experience, age, salary expected and when at liberty; applications not answered in three days respectfully declined. 55 Pall Mall, S.W.1.

PART-TIME M.P.S. Wanted, S.E. suburb. Reply in confidence, 10/12, Office of this Paper.

QUALIFIED Assistant, Lady or Gentleman, wanted; used to N.H.I., Counter and Photography; write only with particulars; applications not answered in 5 days respectfully declined. Chemist, 167 Dalston Lane, Hackney, E.8.

QUALIFIED Assistant, permanent, either sex, for good-class small branch; must be honest, obliging, conscientious worker; good Window-dresser, tactful Salesman, Prescriber; preference to applicant used to family business; good references essential. Bates, Chemist, 110 Yardley Road, Acocks Green, Birmingham.

QUALIFIED Assistant required (age 30-40); must be good all-round man; reply stating full particulars of age, height, experience, salary, &c.; replies not answered in 7 days declined with thanks; enclosures returned if accompanied by stamped addressed envelope. 11/6, Office of this Paper.

QUALIFIED Assistant (25-30) for good-class pharmacy; no N.H.I.; smart Window-dressing and Salesmanship essential; knowledge of Practipedics an advantage; permanency. Apply, giving fullest particulars, with photo if possible, to Vint & Co., Ltd., White Rock, Hastings.

QUALIFIED Assistants (under 30) for West End; smart appearance and address essential; West End experience and knowledge of languages an advantage. 239/578, Office of this Paper.

QUALIFIED Chemist, as Manager, in Midlands; must be keen and progressive, with good experience in Dispensing, Display and Counter work. State age, experience, salary required and when at liberty to 239/574, Office of this Paper.

QUALIFIED Chemist wanted to take charge of small Retail Business. Write Exell Bros., 20 Bank Street, Sheffield.

QUALIFIED Lady Assistant for May 7; Dispensing, Counter and Photographic (no. D. & P.); good Saleswoman; permanency; moderate salary. References and full particulars, enclosing photo if possible, which will be returned, to Miss C. M. Joyce, Ashby Square Pharmacy, Loughborough.

QUALIFIED Lady Assistant, quick Dispenser and experienced in Salesmanship of Toilet Preparations and Photographic Goods, required by old-established Pharmacy in South Coast town; age under 30. Replies, giving full particulars and references and stating salary expected, to 239/580, Office of this Paper.

QUALIFIED Lady Assistant for South London business· used to N.H.I. Counter and Photography; salary £3 per week. Reply, with particulars and photo, which will be returned, to 11/11, Office of this Paper, or phone Mitcham 4160.

QUALIFIED Lady or Gentleman required, used to N.H.I. and Counter; permanency; E.1 district. Apply, stating age, experience, salary required and when ready to commence, 11/15, Office of this Paper.

QUALIFIED Lady or Gentleman; small business North-East London; state age, height, experience and salary required (must be moderate); or older Assistant as Superintendent, with assistance, might suit; letters unanswered in 7 days regretfully declined. 11/41, Office of this Paper.

QUALIFIED, Young, wanted for country business, Bucks; experience not essential. Write, stating wages expected, P.C.B. 114/33, Office of this Paper.

REQUIRED for Country Pharmacy (Midlands), Qualified Chemist with some knowledge of Veterinary Preparations; single man, under 45, preferred. Write full particulars of past employment, age and salary required to 8/10, Office of this Paper.

STOCKTAKER required; used to multiple shop work; permanency for quick and efficient man. Apply, giving full particulars, to 9/6, Office of this Paper.

SUPERINTENDENT.—Young Qualified Man wanted to Superintend a Pharmacy in Birmingham district; commence April 23. Apply, stating age, experiences, references and salary required (must be moderate), 9/1, Office of this Paper.

SURGICAL Appliance and Truss Fitter (male), experienced in Sales Correspondence, required by well-known Surgical Appliance Manufacturers for Fitting and Correspondence Departments; must be able to commence immediately; replies must be in own handwriting giving full particulars of experience, age and salary required. 238/570, Office of this Paper.

UNQUALIFIED Assistant (not over 30 years of age); good Window-dresser, knowledge of Cameras and Photo Goods essential; must be of good address and education; required in Hampshire Pharmacy; please state salary expected and give particulars of last three positions; enclose photo if possible. Replies to 239/579, Office of this Paper.

UNQUALIFIED Assistant required for East London; must have experience in all branches, including Counter work, Photography (Retail), Window-dressing and quick and accurate Dispensing. Write, stating age and salary required, &c., to 11/7, Office of this Paper.

UNQUALIFIED Assistant, single, required for Midlands; good Window-dresser, accurate Dispenser, smart Counterman. State age, experience, salary and when free to 239/575, Office of this Paper.

UNQUALIFIED Assistant (35-45) for Dispensing Counter; married; to live in; flat provided; night bell; high-class Dispensing experience essential. Details of previous experience, salary required to P.C.B. 115/9, Office of this Paper.

UNQUALIFIED Junior wanted immediately; thorough training in good-class Pharmacy essential; all-round experience, including Photographic Sales; an interest and knowledge of Kodak Ciné Cameras an advantage; applications unanswered in 3 days unsuitable. 238/572, Office of this Paper.

UNQUALIFIED Lady Assistant, with Dispensing and General experience, required immediately for pharmacy in Redditch. State age, experience, references and wage required to The Committee, Co-operative Society, Alcester.

WANTED for Lancashire market town, Qualified Assistant with Optic diploma, with view to Managership; must be a keen Salesman and smart Window-dresser. Full particulars, age, married or single, salary required, photo, when disengaged, to 10/28, Office of this Paper.

WANTED for the West Riding, Yorkshire.—A Qualified Lady or Gentleman; must be smart and young; N.H.I. Dispensing and Counter. Apply, stating full particulars of salary, etc., to 10/14, Office of this Paper.

WANTED for the 23rd inst., a reliable Qualified Assistant (about 30), single, for Rural Country Retail; accustomed to quick Counter Trade and Dispensing; experience in Photography and good Window-dresser essential; capable of taking sole charge; permanency to a good man; please state salary required and fullest details in first letter, two references and photo if possible. White, Tenbury Wells.

WANTED.—London, S.E., Qualified Lady (May), not under 27 years; must be quick and accurate; N.H.I. Dispensing, good at Counter, etc.; salary £3 per week; permanency if suitable. Apply 10/10, Office of this Paper.

WANTED.—Qualified Assistant (25) for working-class district of North London; must be a quick and accurate Dispenser (essential) and a good Counterman. Apply, stating age, height and salary required (with recent photo), to X.Y.Z., 5/10, Office of this Paper.

WANTED.—Qualified Chemist, Lady or Gentleman, for small business; willing to accept moderate salary until dispensing develops; would be agreeable to allow chemist with own optical equipment to establish an optical department on 50 per cent. basis on all optical transactions; good opening for same; for North London, N.15. Write 10/29, Office of this Paper.

YOUNG Lady Assistant wanted, for Toilet Counter, &c.; please state usual particulars and salary required. Armfield Bros., 264 Cheam Common Road, Worcester Park, Surrey.

YOUNG Lady Assistant, experienced in Selling Toilet and with a knowledge of Bookkeeping, required for a high-class pharmacy in Cheltenham. Apply, giving full and detailed particulars, to 9/15, Office of this Paper.

YOUNG Qualified to manage small branch; experience, testimonials, photo, salary required, usual particulars; good knowledge high-class cameras essential. Bathes, 24 Fleet Street, Torquay.

YOUNG Qualified Assistant to manage new branch under supervision, Bristol; please give full particulars of experience and salary required, which must be moderate, and enclose photo if possible. 10/30, Office of this Paper.

YOUNG Qualified Lady Assistant required for good-class family business; West Yorkshire. State full particulars and salary required in first letter. 10/4, Office of this Paper.

WHOLESALE.

CUSSONS, SONS & CO., LTD., require Reputable Representative for their South Wales territory; resident in Cardiff; applicant must know all Chemists and Stores on the ground, and have a sound connection of some years' standing; none other need apply. Kersal Vale, Manchester.

FIRST-CLASS Travellers required for London, S.E. Coast, Birmingham and district by well-known Hygienic Rubber Works; excellent opportunity for those with established connection; could be handled with other agencies; good commission only. Apply 239/373, Office of this Paper.

QUALIFIED Lady Pharmacist required by Manufacturing Chemist; knowledge Card Indexing essential; Shorthand-Typing desirable: Reply in writing, stating qualifications, experience, salary, &c., to 238/571, Office of this Paper.

REPRESENTATIVES Wanted for London and Provinces to call on Chemist and Druggist Wholesalers and Sundriesmen for first-class Surgical Rubber Goods (branded and bulk); only energetic applicants with experience and good connections in the trade send full particulars and areas covered; good terms and best support offered. 5/7, Office of this Paper.

REQUIRED by Manufacturers of National-advertised Proprietary Insecticide, First-class Local Travellers for British Isles; calling on Retail Grocers, Hardware, Ironmongers and Chemists; commission only; very profitable line to all travellers with sound existing connection. This line retails from 6d., 1s. upwards. Write, with references, &c. (in confidence) Box 3A, Gordon House, 75 Farringdon Street, E.C.4.

REQUIRED, Representatives with established connection amongst Wholesale and Retail Chemists to carry line already established; commission basis only; exclusive territory guaranteed to right man. Apply, stating territory covered, 239/577, Office of this Paper.

SALESMEN Required with connection amongst Chemists; attractive proposition; good commission; excellent prospects for right men. Full particulars, age, experience and present lines carried, to 11/35, Office of this Paper.

SMALL Wholesale House in Lancashire doing business mainly with medical men requires an Assistant with previous knowledge of such work; a general experience of manfacuturing, putting-up and despatching of wares essential. Full particulars, age, married or single, salary required, photo, to 10/280, Office of this Paper.

TABLET Maker, first-class man, required, with detailed experience of Sugar-coated Tablet Making and Plant; a splendid opportunity for the right man. Apply, with full details of experience, 239/581, Office of this Paper.

WANTED for different parts of England, Scotland and Wales, where not already covered, to sell on commission Sunax Pastilles Registered line with outstanding free gift offer; also all Sunsweets products; car essential; state ground covered. Sunsweets, Ltd., Peterborough.

SITUATIONS WANTED.

RETAIL (HOME).

A.A.A.—UNQUALIFIED (26) requires permanency; London or suburbs; 9 years' good-class experience; free April 30th; sound in all branches. Thomas 7 Malvern Avenue, South Harrow.

A.A.—ASSISTANT; tall; experienced most branches; Photography, Prescribing and Counter Specialist; Unregistered; reliable. MacLellan, Wotton-under-Edge.

A.—LOCUM, Qualified, booking forwards April 14; capable; experienced Dispensing, Photo; references; any period. "Chemist," 8 Carlton Street, Leeds. 'Phone: 42257.

A.—QUALIFIED Manager, disengaged, 20 years' experience, requires position as Branch Manager, London or suburbs. Davies, 109 Alexandra Drive, Surbiton, Surrey.

A.—SENIOR Assistant, London, provincial experience, disengaged April 29, desires permanency; capable in all duties of Dispensing business; single; unregistered; 46; tall; excellent references. "T. W. H.," 2 Marine Gardens, Bideford, Devon.

A HOSPITAL Dispenser (Qualified) wishes to do a fortnight's locum during part of her holiday; first two weeks July; London only. 11/19, Office of this Paper.

ASSISTANT or Manager; 25 years' experience Dispensing, Counter; single; active; unregistered. Statim, 3 Elmwood Avenue, Bath Street, Huddersfield.

ASSISTANT (23½), Qualified, free now, requires post, Eastern Counties or London. B. G. Gotts, M.P.S., 9 Orchard Street, Norwich.

ASSISTANT (24); Unqualified; West End, seaside, City; N.H.I.; accurate Dispenser, Window-dressing; London. "C.," 44 Turneville Road, W.14.

ASSISTANT, Unqualified (Lady), desires post; experienced and reliable business woman; takes interest in work; competent Dispenser; disengaged shortly. 11/24, Office of this Paper.

ASSISTANT (25), Unqualified, seeks post; London or South-West preferred; reliable Dispenser, smart Salesman, experienced in Photography, Prescribing, Displays, &c.; well recommended. Bareham, 119 Pepys Road, S.E.14.

CHEMIST, Qualified (58); permanent post; energetic, reliable; good appearance and address; best references; week's notice. 55 Essex Avenue, Slough.

CHEMIST, Scot (50), experienced, desires Management or Dispensing, London or provinces; disengaged; reasonable salary. "Aspirin," 45 Northview Drive, Westcliff-on-Sea.

ENQUIRIES are invited from Heads of Small Multiple Shop Firms requiring a Competent Buyer and General Manager. Please reply "Aldershot," 8/7, Office of this Paper.

JUNIOR Assistant requires post for season, South Coast preferred. Dickins, Youngs (Chemists), Ltd., 42 Belvoir Street, Leicester.

LADY, Unqualified, requires position Counter; good experience; disengaged shortly. "N.," 39 Altyre Way, Beckenham, Kent.

LOCUM, disengaged, senior, manage or assist; experienced; competent, reliable worker; references; terms. Chemicus, 56 Rudloe Road, Clapham Park, S.W.12.

LOCUM or Manager; Qualified; 30 years' varied experience; reliable; excellent references. Marshall, Chemist, Belper, Derbyshire.

LOCUM.—Qualified, experienced, efficient (38); any distance; any period; write for terms. Ridsdale, Home Leigh, Hornchurch Road, Romford, Essex.

LOCUM Work required by very experienced Lady Assistant; Counter, Light Dispensing, Window-dressing; London or suburbs only. 9/22, Office of this Paper.

M.P.S., F.B.O.A., J.C.Q.O. (30), requires permanent and progressive position as Manager; thoroughly experienced in all branches; reliable and conscientious worker; excellent references; own Optical equipment. 3/24, Office of this Paper.

M.P.S. (25) desires change; requires permanent and progressive position; keen and energetic; London and Provincial experience. Apply 9/5, Office of this Paper.

PERMANENT or Locum, Qualified; disengaged; last two references 13 years and 1½ years. Pharmacist, 210A The Grove, Hammersmith, W.6.

PH.C. (32); experienced Manager; good-class Dispensing, Photographic and Toilet; desires position requiring real ability; excellent references. 10/15, Office of this Paper.

QUALIFIED; first-class experience in suburbs, City and West End; disengaged. Charles Adam, 31 The Vineyard, Richmond, Surrey.

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Distinctive and Different. Dye-tinted Contact Prints, Rayon, Deckle-edges, Paper Negatives, Show Material that Attracts, Actual 6 Hour Service, in London, Sharp on Time, Evening Collection ready Next Morning, Day and Night Staffs. You have all these advantages over your competitors if your D. & P. is in our hands.

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QUALIFIED, married; 9 years' first-class West End experience, 4 years as Manager; keen Salesman; desires change. 4/3, Office of this Paper.

QUALIFIED, Scot; 15 years' experience; married; London preferred; free one month. 10/39, Office of this Paper.

QUALIFIED 10 years, present post 7 years, desires change, Manager; age 35; height 5 ft. 6 in.; euergetic, capable. F. J. W., 220 Camberwell New Road, S.E.5.

UNQUALIFIED (27); Counter, Dispensing, expert Window-dresser, Photographic, Buying and Stock-keeping; 12 years' good all-round experience; *free*; locum or permanency. 6/2, Office of this Paper.

UNQUALIFIED (38), disengaged; sound experience in all branches; good appearance and personality; used to taking charge; sound, long-period references. Hays, 23 Agamemnon Road, West Hampstead, N.W.6.

UNQUALIFIED (22); 5 ft. 10 in.; 5 years' experience in all branches; excellent references. Abraham Ellinor House, Ropley, Hants.

1S. 3D. PER HOUR, part-time evenings and Sundays; Dispensing, Counter and Surgical; excellent experience, includiug West End. 10/22, Office of this Paper.

WHOLESALE.

A.—PHARMACIST, with Manufacturing and Analytical experience, desires position; conscientious, capable and progressive; disengaged. 236/493, Office of this Paper.

A QUALIFIED Pharmacist (27), resident in East Anglia, is open to represent a reputable Wholesale house or Manufacturing concern in that area; part time considered; excellent references. 8/4, Office of this Paper.

A REPRESENTATIVE with prize records and sound connection London, provinces, desires position with first-class house; excellent references. H. A. F., 1 Stanford Way, Streatham Vale, London, S.W.

A YOUNG Man (27); smart appearance; 5 years' sound connection London Retail Chemists, Packed Goods, Drugs, Toilets; own car; seeks progressive position established house. 12/200, Office of this Paper.

AN Accomplished Medical Interviewer and skilled Propagandist, with wide experience and a unique knowledge of Medical Men, their requirements and susceptibilities, desires re-engagement. "Zealous," 21 Gloucester Place, Brighton.

ASSISTANT (26), tall, smart, seeks change; 9 years' good all-rouud experience Wets, Drys, Patents, Proprietaries; keen Salesman. 9/20, Office of this Paper.

CHARGE Hand Pill and Tablet Maker; many years' experience in all branches Sugar and Pearl Coating and all appertaining to the manufacture. A. Goldstone, 5 Hillery Road, Walworth, London, S.E.17.

CHEMIST, highest qualifications, manufacturing, analytical and research experience, desires post with prospects; moderate commencing salary. P.C.B. 115/14, Office of this Paper.

CHEMIST (Unqual.) (27) seeks position as Representative, Wholesale or Manufacturer, where ample scope exists to build up new business; 11 years' retail experience; excellent worker and business builder. 8/8, Office of this Paper.

ENERGETIC and Ambitious Young Man (26) desires good Agencies or Representation of reputable firm; live connection Chemists, Hairdressers and Stores in Lancashire, Cheshire and North Wales; 5 years' Retail experience. 11/17, Office of this Paper.

GENTLEMAN (30), married, car, desires represent well-known house with advertised products, London and/or suburbs; connection; experienced calling Chemists, larger Stores; ambitious, keen; salary, commission and expenses. 10/9, Office of this Paper.

M.P.S. DESIRES represent really good house for either Sundries, Drugs, Tablets or Packed Goods; north half of Scotland; own car and stock-room. 1/9, Office of this Paper.

ONE or Two Suitable Agencies sought by Young Man (27), with sound connectiou London Retail Chemists, Drugs, Toilets; own car; clean record. 12/2, Office of this Paper.

CLEAR OUT—your Old or Damaged Stock of Photo Goods. *Why keep them any longer? Turn them into CASH.*

I GIVE BEST PRICES for Old Films (damaged, fogged or expired dates); Packet Papers. Cards (any sizes). Old Photo Goods or Cameras. Bromide Papers. Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along.

S. E. HACKETT, 23 July Road, Liverpool

PILL and Tablet Maker; 30 years' experience all branches; charge or any capacity. 11/4, Office of this Paper.

REPRESENTATIVE (37) desires change, Drugs or Toilets; excellent connection South and West England and S. Wales; own car; salary and expenses, or expenses and commission. 10/16, Office of this Paper.

REPRESENTATIVE (32), good connection Chemists and Stores, desires change; Yorkshire and Northern Counties; own car; excellent references. P.C.B. 112/25, Office of this Paper.

SMART Young Qualified Man desirous taking over established connection with reputable Manufacturers or Wholesalers; first-class Retail and some Travelling experience; Northern England or Southern Scotland; good references. 10/31, Office of this Paper.

STOCK-KEEPER, General Warehouse Clerk, Perfumery Foreman, charge 30 girls; 8 years Wholesalers, Patents, Perfumery; 6 years Perfumery Importers Manufacturers; age 28. Streek, 35 Gladstone Street, S.E.1.

SURGICAL INSTRUMENTS AND APPLIANCES.—Situation required as Manager or Assistant; lifetime's experience; expert Fitter; satisfactory references. Please write 9/3, Office of this Paper.

TOILET and Perfumery.—A thoroughly competent Man offers services; has specialised in Beauty Culture; own formulary includes modern preparations; some original ideas and special scent compounds; salary moderate. P.C.B. 115/12, Office of this Paper.

TRAVELLER with first-class connection London and Southern Counties seeks re-engagement; Retail experience; own car. P.C.B. 115/13, Office of this Paper.

FOR SALE.

(Articles to the value of £5-£50.)

CASH Register, bargain, "National" model, in good condition; adds cash taken and number of customers; prints all sales; mahogany finish. Write R. Jones, 4 Godson Street, Islington, N.

MISCELLANEOUS.

CHEMISTS' FITTINGS IN MAHOGANY OR OAK.—Drug Fittings, Wall Cases, Dispensing Screens, Serving Counters, All-glass Counters, Silent Salesman, Counter Drawers, Window Fittings and Enclosures. Send your requirements for lowest prices and satisfaction to GEORGE COOK, The Working Shopfitter, 27 Macclesfield Street, E.C.1. 'Phone: Clerk. 5371. Rough sketches free.

CHEMISTS' FITTINGS.—We hold an immense stock of Drug Fittings, Dispensing Screens, Glass-fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate Glass Counters, Cash Tills, Display Stands and Glass Shelves, &c., at competitive prices. F. MAUND & E. BERG (SHOWCASES), LTD., Shop Fitters and Shop Front Builders, 175/9 Old Street, London, E.C.1.

MODERN SET OF MAHOGANY FITTINGS.—10-ft. Drug Fitting, 8-ft. Glass-fronted Counter, 6-ft. "Ideal" Dispensing Screen, 5-ft. Wall Showcase, £65 complete. Call or write PHILIP JOSEPHS & SONS, LTD., 90/92 St. John Street, Clerkenwell, E.C.1. Telephone: Clerkenweil 2191. "Pharmacy Fitters for over a century."

SURPLUS STOCK.—An excellent opportunity occurs for the Purchase of the Surplus Stock of Francis Newbery & Sons, comprising Druggists' Sundries, Bottles, Fancy Goods, Packed Toilets and Galenicals, Drugs, Chemicals, &c. Will prospective purchasers please either call at or write to 27 Charterhouse Square, London, E.C.1.

£?—COMPLETE CHEMIST FITTINGS at any price you wish to pay. We have erected in our showroom a Complete Chemist's Shop with Metal Shop Front, Window Backs, Correct Window Lighting Signs aud Modern Interior Fittings. Apply for Lists. D. MATTHEWS & SON, LTD., "The Liverpool Shop Fitters," 14 and 16 Manchester Street, Liverpool. Est. 1848.

EXCHANGE COLUMN.

WANTED.

PERSONAL Weighing Machine, in good condition. 239/576, Office of this Paper.

SECOND-HAND Ointment Mill, 15-20 lb. capacity. Also small Bottle-filling Machine up to 4 oz. capacity, and 10 and 20 gallon Earthenware Containers. Write Box T.C., Knights, 55 Chancery Lane, W.C.2.

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